

DISTRIBUTION & WAREHOUSING

FORMERLY
TRANSFER & STORAGE

Vol. XX, No. 9

U. P. C. Building, 230 W. 39th St.
New York, N. Y.

September, 1921

*"Hell and
High Water"*



CHAT'S what business is going through, with rail transportation unreliable, and hand-to-mouth buyers demanding speedy delivery.

But in spite of it, our shipments are arriving on time. We do it by knowing intimately all the local traffic difficulties, and how to avoid them.

We reship from spot stock the day the order arrives. Use our low-cost, expeditious service to deliver when your customer wants his goods. We'll tell you how—just write.

25c. INSURANCE
ROCKWOOD
SPRINKLERS.
INDIVIDUAL
ATTENTION.
EXPERT TRAFFIC
COUNSEL.
ALL ROADS AT
PLATFORM.
CHEAP LOCAL
DISTRIBUTION.

Minneapolis Terminal Warehouse Co.

W. J. BUCHANAN, MGR.

Minneapolis,

Minnesota

Shipping Address: Minnesota Transfer, Minn.



Some sound mechanical reasons why Heavy Duty Autocars are showing a phenomenal saving in gasoline and oil

The chassis weight is light, compared to the big load capacity.

The load is evenly distributed between the front and rear axles.

Short wheelbase saves unnecessary manoeuvering in cramped places.

The counterbalanced crankshaft, mounted on ball bearings, keeps the pistons in perfect alignment, thus reducing friction to a minimum.

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The transmission system is prevented from binding by being mounted on a three-point suspension.

The patented Autocar double reduction rear axle delivers a maximum percentage of motor power to the rear wheels.

THE AUTOCAR COMPANY, ARDMORE, PA., Established 1897

The Autocar Sales and Service Company

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Represented by Factory Branches in these "Autocar cities." Dealers in other places.

Heavy Duty Autocar
120-inch wheelbase
Chassis, \$4350

F. O. B. Ardmore, Pa.

Autocar

Wherever there's a road

Heavy Duty Autocar
156-inch wheelbase
Chassis, \$4500

F. O. B. Ardmore, Pa.

That's Right Mr. Hoover

MR. SECRETARY:

That tip of Mr. Greeley's that "*consolidated carload shipping eliminates industrial waste*" was dead right. For testimony on that fact we respectfully refer you to the hundreds of live shippers who have had it proved to them by TRANS - CONTINENTAL FREIGHT COMPANY CONSOLIDATED SERVICE.

True also is the statement that the "*shipment of goods in less than carload lots from the factory to retailer is costing manufacturers many hundreds of dollars yearly.*" But, it is also true that many hundreds of dollars yearly are being saved manufacturers through TRANS - CONTINENTAL FREIGHT COMPANY Merchandise Distribution Service.

May we suggest, Mr. Secretary, that the industrial research of the Bureau of Standards includes the work accomplished by our "Department of Domestic Distribution" as reported on this page each month. And also the success of our Merchandise Distribution Service in eliminating industrial waste for such concerns as Lever Brothers, Cambridge, Mass.; Brunswick-Balke Co., Chicago; Cashier Cash Register Co., Los Angeles; Dalton Adding Machine Co., and Paradise Spring Water Co., both of Cincinnati.

We believe this work you advocate is a step in the right direction, just as we believe that all manufacturers who desire to eliminate waste from their merchandise distribution will find it a step in the right direction to write us fully concerning their problems.

Further, we pledge our organization's aid in decreasing handling and freight costs. For certain it is that the elimination of such industrial waste is a live problem today. But it is more—it is *the problem which many live manufacturers have solved to their satisfaction and profit by TRANS-CONTINENTAL FREIGHT COMPANY Merchandise Distribution Service.*

Assuring you our hearty support in furthering economical distribution of merchandise, and extending to you and to the officials of the Bureau of Standards an invitation to visit and inspect our adequate facilities for such work at

622-626 West 35th Street

521-527 West 35th Street

All on the N. Y. C. R. R. at New York

648-654 West 36th Street

we place our extensive facilities at the disposal of all those interested in the important problem of eliminating industrial waste.



TRANS-CONTINENTAL FREIGHT CO.

Consolidators of Machinery, Household Goods, Automobiles, Toys and Pianos for Domestic Shipment, and Everything for Export

Eastern Office: Woolworth Building, New York

General Offices: 203 Dearborn St., Chicago, and Nine Other Offices



Better city deliveries at 20% to 35% less cost

You're looking for places to save money. Here's a good one—a chance to save 20% to 35% on your trucking costs.

The answer is Ward Electrics. The proof is performance—they are saving users 20% to 35%, and in some cases 50% on city delivery. The saving is so great that if you had got your gas trucks or horses and wagons for nothing you could hardly afford to operate them.

Why not get to the bottom of this? Find out your present cost per month per route. Get the total. Call your accountant. Ask him how much depreciation you are paying on your gas trucks or horses and wagons, how much interest, depreciation or upkeep you are paying on stables or hay lofts and garages. How much for repairs, tires, days out of service, etc.

We'll give you the Ward Electric facts: Then you can match them up.

Take depreciation: Ward Electrics average more than 10 years' life and some are still running economically after 15 years' service. You can safely depreciate Ward Electrics at 10% a year.

Statistics show horses and gas trucks average only 5 years and less on city delivery.

Think of the economy of being able to use one Ward Electric instead of two or three gas trucks or horses.

Ward Electrics take up less stable or garage space than either horses or gas trucks. They require only one-half to one-third the space of horses and wagons with the horses' share of the hay loft, feed room, harness room, yard, etc. This means a smaller investment in stables or garages, or the profitable use of the space saved. Some users store and charge their Ward Electrics right at the loading platforms—no fire risk, no odor, no dirt. This saves all stable or garage costs.

Ward Electrics operate at sane, controlled speeds, about twice the speed of horses in delivery service and about as fast as city traffic conditions and frequent stop service permit. This controlled speed saves you money—because

tires and many vital parts cost nearly four times as much at 20 miles an hour as they do at 10 miles an hour, for instance. Controlled speed also prevents joy-riding, reckless driving and accidents. You can't afford excessive speed today in city work.

When Ward Electrics stop, all expense stops. There's no engine to be left running during traffic stops or during deliveries. During dull spells, Ward Electrics do not have to be fed and cared for as horses do.

Compared with horses Ward Electrics cost less for tires than it costs to shoe a horse for the same mileage. They cost less for current than it costs to feed a horse for the same work.

Compared with gasoline trucks, there really is no comparison. The Gooch Food Products Company of Lincoln, Neb., say their Ward Electrics cost them about one-third of the cost of gas cars which they replaced.

We put it conservatively and say Ward Electrics will save you 20% to 35% or more. Think of what this means over a period of ten years! If you had set aside as a reserve fund even 20% of your delivery costs of the last 10 years, you wouldn't be worrying about present business conditions. What are you going to do about the next 10 years?

Here's what we'll do: Tell us how many trucks you operate in city work: the mileage per day, weight of load, number of stops, etc. Based on your statement as given on our delivery analysis form, we will tell you whether Ward Electrics will do your work, and recommend the right model and the right battery for your needs.

If they do not do the work we guarantee they will, they belong to us, not to you. We will incorporate this as an essential part of our contract.

You're looking for ways of saving money. Can you afford to pass up this one? Let us send you our book of delivery facts, based upon letters, reports, etc., of concerns that have used all three—horses, gas cars and electrics. It is free on request.

WARD MOTOR VEHICLE CO., MT. VERNON, N. Y.



One of the fleet of 15 Ward Electrics of the Hydrox Company.

Ward Electrics

6 SIZES: 750
to 10,000 LBS.

DISTRIBUTION & WAREHOUSING

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TRANSFER & STORAGE

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PHILADELPHIA
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ST. LOUIS
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517 Central Building
SAN FRANCISCO
64 Pine Street



SHIP AND BE SATISFIED OR SELL AND BE SORRY

We reproduce this old slogan of ours at this time when some prospective shippers of Household Goods seem to think that railroad freight rates are too high. Whether that be true or not, the fact remains that it is cheaper and better to ship than to sell.

This is particularly true if shipment is made through "Judson Service" which

SAVES MONEY WEAR AND TEAR

on shipments to

CALIFORNIA
WASHINGTON
and all Western Points.

Write nearest of any of above named offices for information, which will be cheerfully and promptly furnished.

JUDSON Freight Forwarding Co.



Have you got acquainted with Kelly Caterpillars yet?

Few truck tires are bought solely on a price basis today. Truck owners have learned by experience that cheap tires do not mean cheap mileage.

Some truck-owners, however, may have been deterred from trying Caterpillars because of their slightly higher first cost. These lose sight of the fact that Caterpillars are giving the average user far greater mileage than he has ever been able to get from any other type of tire, and that in addition he is getting a combination of resiliency, traction and dependability obtainable in no other tire.

Thousands of truck users, including the owners of some of the largest fleets in this country, are going over to Caterpillar equipment exclusively because they have found it pays.

If you are not among them, try just one pair of Caterpillars. You'll never go back to any other kind.

*Made in sizes suitable for
trucks of every type and weight*

Kelly-Springfield Tire Company

GENERAL SALES DEPARTMENT
1710 Broadway, New York

Read What this Memphis Transfer & Storage Company has to say about—



"Prevented a Most Disastrous Fire—"

KINNEAR MFG. CO.

Memphis, Tenn., Jan. 21, 1921.

Gentlemen:—On the morning of Dec. 17, 1920, at 4:30 A. M., what looked to be a very disastrous fire started from unknown origin on the third floor of our building. This fire was of most intense heat.

Directly adjacent to the fire sector we had one of your Kinnear Doors, size 10 x 10. This door received most of the heat of the fire and for probably three-quarters of an hour it was subjected to most intense heat. Had this door not held the flames the fire would have spread to other parts of the building.

It was through the advice of your Mr. Akers that we installed these doors. At that time we had other doors offered to us at a cheaper price and we were tempted to take the cheaper doors, but knowing Mr. Akers' thorough knowledge of the fire prevention business, we decided to take his doors and stand the additional expense.

Now our object in writing you this letter is to express to your Company our appreciation for protecting us as you have from a most disastrous fire.

O.K. STORAGE & TRANSFER CO.
(Signed) J. M. Walker, Pres.

Your Warehouse Should Have Kinnear Doors

Kinnear Interlocking steel slats, projecting beyond opening into deep grooves, form an effective barrier against heat and flame.

Kinnear grooves on Underwriters' doors are provided with indestructible washers which take care of expansion of guide where exposed to extreme heat, without affecting the walls to which the guides are attached.

We manufacture a complete line of doors and shutters bearing label of National Board of Fire Underwriters for openings in fire walls, vertical shafts, corridor and room partition walls, as well as for openings in exterior walls.

Kinnear Steel Rolling Doors afford economy of space, are out of sight and entirely out of the way, easy to operate, and with a reasonable maintenance will serve efficiently as long as the building itself.

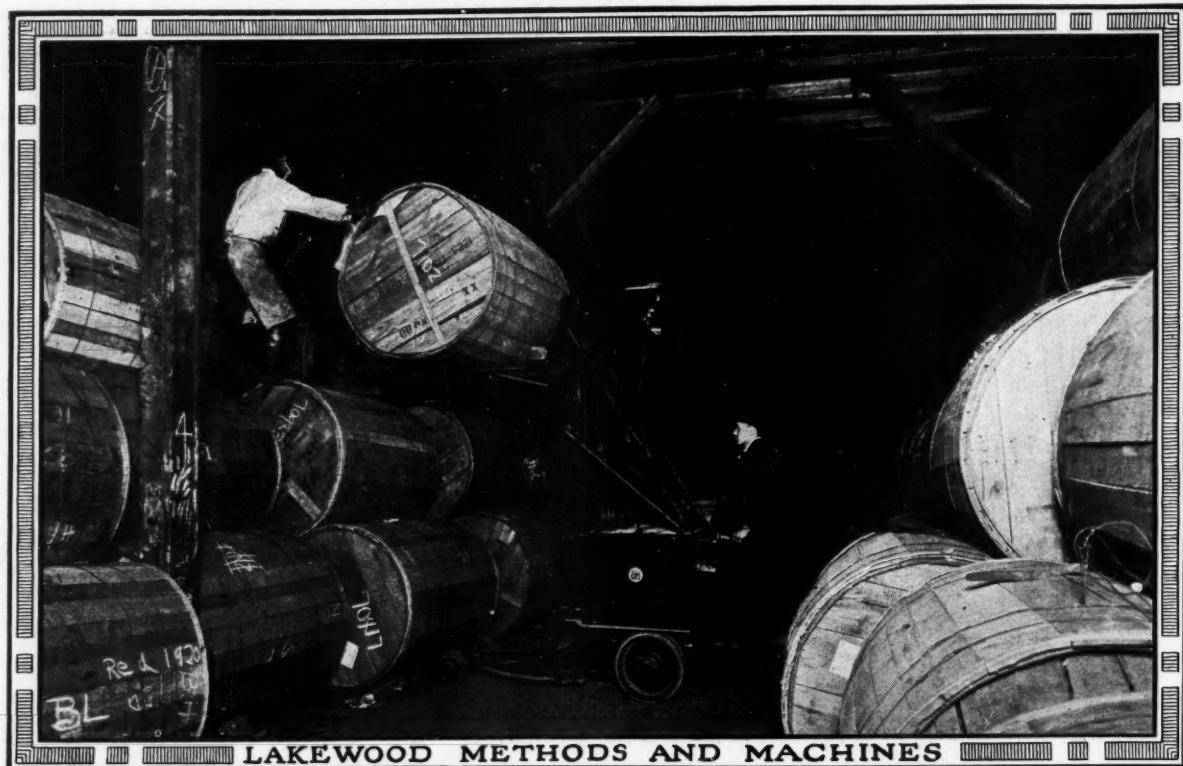
We also manufacture a complete line of service doors, operated manually or electrically as desired, and will be glad to place our Engineering Department at your disposal in helping to solve your door problems.

Complete descriptive catalogue furnished upon request.



The Kinnear Manufacturing Company

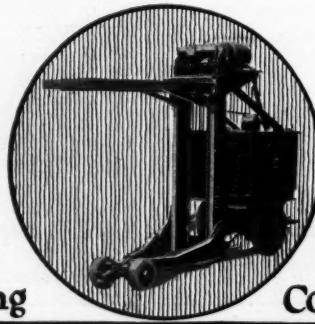
981-991 Field Ave., Columbus, O.



Tier-Lift Does the Boosting in Louisville Public Warehouse

Heavy hogsheads are lifted right to the top of the pile in the Louisville Public Warehouse with a Lakewood Tier-Lift Truck. The piles are higher—costs lower. The Tier-Lift transports and elevates the loads so quickly and so easily that, in the words of one of the men, "There's nothing to it, anymore."

Costs can be cut, and goods piled higher in any warehouse with the Lakewood Tier-Lift. Let us show you how. Write for a copy of the Tier-Lift bulletin.



The Lakewood Engineering

Company, Cleveland U.S.A.

DISTRIBUTION & WAREHOUSING

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NEW YORK, SEPTEMBER, 1921

No. 9

Mr. Shipper:

Why Warehousing Is Compiling Freight Rate Data

Replies to Protests by Soap Manufacturers Against Publication of Tariff Analyses on Their Commodity. Storage Industry Asserts "Right to Seek the Establishment of General Rate Structures That Will Give Proper Recognition of Cost of Service"

THE endeavor being made by the public warehouse industry to have the railroads of America put into effect a wider spread between carload and less than carload rates on many commodities—a movement which has the support and co-operation of the Department of Domestic Distribution of the Chamber of Commerce of the United States—has aroused protest on the part of some of the soap manufacturers of the country.

The objections come from the soap shippers because the first analysis of freight tariffs on commodities had to do with soap.

Soap was picked quite at random—as a commodity commonly warehoused and as one of numerous commodities which may be cited as illustrations of how the nation's present rate structure fails to reflect properly the economy of carload movement. Others of these commodities will be selected for further analyses, and the figures as they are prepared will be filed with the national Chamber's Department of Domestic Distribution.

IN order that both shipper and warehouseman may have a comprehensive idea of the situation involving the protests by some of the soap manufacturers, there will be found on pages 8 and 9 a reprint of soap rate tables and explanation which appeared originally in the June issue of *Distribution & Warehousing*. Tables and ex-

planation were prepared by William J. Buchanan, manager of the Minneapolis Terminal Warehouse Co. and a member of the Committee on Railroads and Steamships of the American Warehousemen's Association. They were filed with the Department of Domestic Distribution by L. T. Crutcher, Kansas City, who is a mem-

If warehousing as an industry has any selfish motive at all in preparing these various analyses it is based on its contention that a greater difference between carload and less than carload rates on many commodities would result in more extensive shipping, by manufacturing interests, of goods in full carloads. The advantage of this to warehousing may be readily visualized.

If the motive is a selfish one, certainly there are good business reasons behind it. And certainly the Department of Domestic Distribution has not proffered its co-operation for the purpose of effecting expansion for warehousing. The Distribution Group has as its principal object the bringing about of greater economy in the big job of routing products from factory to retailer and consumer and thereby reducing the cost of living. And one means of accomplishing this, in the opinion of the Chamber's distribution officials, is to prevail upon the Interstate Commerce Commission to put into effect a wider spread between carload and less than carload tariffs.

ber of that department, and who is chairman of the Committee on Public Relations of the A. W. A.

In view of the fact that some of the soap manufacturers have objected to the preparation of the soap rate tables, it may be fair to conjecture that when the

(Continued on page 9)

Explanation of Tables

As a member of the American Warehousemen's Association's Committee on Railroads and Steamships, William J. Buchanan, Minneapolis, submitted these three tables on soap freight rates to L. T. Crutcher, Kansas City, who in turn placed them before the Department of Domestic Distribution of the Chamber of Commerce of the United States, Mr. Crutcher being a member of the Distribution Group. Mr. Buchanan's explanation of the tables follows:

"I inclose herewith three statements which disclose some startling facts with respect to the present rates on soap.

"Perhaps these statements will be more enlightening if discussed in connection with the general railroad situation. The railroads are complaining that revenues are insufficient to meet their operating expenses, fixed charges and a reasonable return on their investment. This, if true, can only be due to business depression and not inadequate rates.

"When it becomes impossible for a railroad to earn enough to pay operating cost, there are but two remedies—either rates must be increased or operating costs must be reduced. No well informed man will concede that rates can be made higher, without making matters worse by further restricting traffic. Therefore, in the present emergency, there is but one remedy—reduce operating costs.

"What are railroad executives doing to reduce cost of operation? Two things, namely, reduction in the number of employees and reduction in wages—nothing beyond that. No serious attempt is being made to effect scientific economies in operation. On the other hand, hardly a week passes without an announcement by some carrier of the inauguration of additional fast L. C. L. freight service that costs many times the revenue it produces. In normal times this class of service undoubtedly pays in the same manner as does advertising in attracting increased volume of remunerative traffic. But why advertise at this time for something that does not exist?

"Prior to 1907, we had ruinous competition between carriers in the way of rate reductions and secret rebates. Today we have service competition just as ruinous that creates special channels for small volume of L. C. L. traffic and interferes with the standard of service in normal channels.

"In every line of business, large volume produces low cost and large units are handled at relatively lower cost than smaller units. This applies particularly to transportation and so it would seem that logically the first thing for the carriers to do is to encourage the movement of freight in larger volume and in larger units. This can only be done by creating the proper spread between rates for the large units (carloads) and the rates for the small units (less than carload).

"Now we come to the statements. In order to avoid confusion, the analysis has been confined to one class of soap only: namely, soap dry in cases.

"The first section of each statement shows the mileage L. C. L. rates, carload

(Concluded on page 9)

ANALYSIS OF RATES ON SOAP, DRY IN CASES To Chicago

Statement of Mileage, Carload Rates and Less Than Carload Rates

From	Miles	Rates in cents per 100 lb.			Spread
		L. C. L.	Carload	Carload	
Boston	1,011	73 1/2	63	61	10 1/2
Philadelphia	817	71 1/2	61	58	10 1/2
Buffalo	513	54 1/2	38	38	16 1/2
Cincinnati	284	45	31 1/2	31 1/2	13 1/2
Kansas City	451	54	46	46	8

Statement of carload earnings per car, based on the uniform classification minimum of 36,000: L.C.L. earnings per car based on an average loading of 20,000 pounds per car: the average earnings per car mile. The L.C.L. shipments are loaded by shipper and unloaded by the carrier, while carload shipments are loaded by shipper and unloaded by consignee. A minimum expense for handling of \$2.00 per ton is therefore deducted from L.C.L. car earnings in order that they may be comparable with carload earnings

From	L. C. L. Earnings per car			Earnings in cents per car mile	
	Car	Earnings	Handling	Net	Carload
Boston	\$147.00	\$20.00	\$127.00	\$226.80	12,562 22,433
Philadelphia	143.10	20.00	123.00	219.60	15,055 26,879
Buffalo	109.00	20.00	89.00	136.80	17,349 26,666
Cincinnati	90.00	20.00	70.00	113.40	24,648 40,000
Kansas City	108.00	20.00	88.00	165.60	19,510 36,718

NOTE: Handling expense covers only the terminal handling at point of origin and destination, and does not take into consideration transfer en route.

Suggested carload rates, which properly recognize the lower cost of moving freight through carload channels, as compared with cost of moving freight through L.C.L. channels

From	Miles	Rate	Earnings in cents per car mile	
			Earnings per car	Carload
Boston	1,011	48	\$172.80	17,092
Philadelphia	817	46	165.60	20,269
Buffalo	513	31	111.60	21,754
Cincinnati	284	25	90.00	31,690
Kansas City	451	30	108.00	23,947

ANALYSIS OF RATES ON SOAP, DRY IN CASES

To Minneapolis

Statement of mileage, Carload Rates and Less Than Carload Rates

From	Miles	Rate	Rates in cents per 100 lb.			Spread
			L. C. L.	Carload	Carload	
Boston	1,432	100	86 1/2	13 1/2	13 1/2	13 1/2
Philadelphia	1,238	98	84 1/2	13 1/2	13 1/2	13 1/2
Buffalo	934	86 1/2	66 1/2	20	20	20
Cincinnati	705	82	62	20	20	20
Kansas City	484	57 1/2	39	18 1/2	18 1/2	18 1/2
Chicago	421	44	34	10	10	10

Statement of carload earnings per car, based on the uniform classification minimum of 36,000: the L.C.L. earnings per car based on an average loading of 20,000 pounds per car: the average earnings per car mile. The L.C.L. shipments are loaded by shipper and unloaded by the carrier, while carload shipments are loaded by shipper and unloaded by consignee. A minimum expense for handling of \$2.00 per ton is therefore deducted from L.C.L. car earnings, in order that they may be comparable with carload earnings

From	L. C. L. Earnings per car			Earnings in cents per car mile	
	Car	Earnings	Handling	Net	Carload
Boston	\$200.00	\$20.00	\$180.00	\$311.40	12,570 21,760
Philadelphia	196.00	20.00	176.00	304.20	14,216 24,637
Buffalo	173.00	20.00	153.00	239.40	16,381 34,454
Cincinnati	164.00	20.00	144.00	323.20	20,426 31,650
Kansas City	115.00	20.00	95.00	140.40	19,628 28,802
Chicago	88.00	20.00	68.00	122.40	16,152 29,074

NOTE: Handling expense covers only the terminal handling at point of origin and destination, and does not take into consideration transfer en route.

Suggested carload rates, which properly recognize the lower cost of moving freight through carload channels, as compared with cost of moving freight through L.C.L. channels

From	Miles	Rate	Earnings in cents per car mile	
			Earnings per car	Carload
Boston	1,432	68	\$244.80	17,095
Philadelphia	1,238	66	237.60	19,111
Buffalo	934	50	180.00	19,272
Cincinnati	705	44	158.40	22,468
Kansas City	484	30	108.00	22,314
Chicago	421	26	93.60	22,209

These two tables and the one shown on page 9 were worked out by William J. Buchanan, Minneapolis, as a member of the Committee on Railroads and Steamships of the American Warehousemen's Association. Freight rates should be revised to effect a wider spread between C.L. and L.C.L. tariffs, and to that end the Chamber of Commerce of the United States will make use of such information as is set forth in these Buchanan tables

**ANALYSIS OF RATES ON SOAP, DRY IN CASES
To Kansas City**

Statement of Mileage, Carload Rates and Less Than Carload Rates

From	Miles	Rates in cents per 100 lb.			Spread
		L. C. L.	Carload	Spread	
Boston	1,462	126½	107½	19	
Philadelphia	1,207	124½	105½	19	
Buffalo	964	108½	81½	17	
Cincinnati	618	86½	67½	19	
Chicago	451	54	46	8	

Statement of carload earnings per car, based on the uniform classification minimum of 36,000: L. C. L. earnings per car based on an average loading of 20,000 pounds per car: the average earnings per car mile. The L.C.L. shipments are loaded and unloaded by the carrier, while carload shipments are loaded by shipper and unloaded by consignee. A minimum expense for handling of \$2.00 per ton is therefore deducted from L.C.L. car earnings in order that they may be comparable with carload earnings

From	L. C. L. Earnings per car—			Earnings in cents per car mile		
	Car	Net	Carload	L. C. L.	Carload	
Boston	\$253.00	\$20.00	\$233.00	\$387.00	15.937	26.470
Philadelphia	349.00	20.00	229.00	379.80	18.973	31.466
Buffalo	217.00	20.00	197.00	293.40	20.436	30.477
Cincinnati	177.00	20.00	157.00	243.00	25.405	39.320
Chicago	108.00	20.00	88.00	165.00	19.300	36.718

Note: Handling expense covers only the terminal handling at point of origin and destination, and does not take into consideration transfer en route.

Suggested carload rates to Kansas City which properly recognize the lower cost of moving freight through carload channels, as compared with cost of moving freight through L.C.L. channels

From	Miles	Rate	Earnings in cents per car mile	
			Earnings per car	per car mile
Boston	1,462	90	\$324.00	22.160
Philadelphia	1,207	88	316.80	26.246
Buffalo	964	56	199.60	20.601
Cincinnati	618	50	180.00	29.126
Chicago	451	30	108.00	33.946

Explanation of Tables

(Concluded from page 8)

rates and the spread between the carload and L. C. L. rates. Compare the spread, 10½ cents, Boston to Chicago, a distance of 1011 miles, with the spread of 20 cents, Buffalo to Minneapolis, a distance of 934 miles; and 8 cents, Kansas City to Chicago, a distance of 451 miles, with 18½ cents, Kansas City to Minneapolis, a distance of 484 miles. Also compare the spread of 13½ cents Boston to Minneapolis, a distance of 1432 miles, with the spread of 19 cents, Boston to Kansas City, a distance of 1462 miles.

The second section of the statement shows the L. C. L. earnings per car, carload earnings per car and the earnings in cents per car mile, both carload and L. C. L. L. C. L. freight is handled by the carrier at both points of origin and destination and is very often transferred one or more times en route. This expense does not accrue on carload traffic. It is necessary, therefore, in order to make L. C. L. car earnings comparable with carload earnings, to deduct from the L. C. L. earnings per car \$2.00 per ton, which represents the cost of handling at origin and destination.

The L. C. L. earnings have been figured on the basis of an average loading of 20,000 pounds per car, which is no doubt considerably in excess of the actual average loading. The carload earnings are figured on the basis of the classification minimum of 36,000 pounds. Assume that ten L. C. L. shipments, weighing 2,000 pounds each, are shipped from Boston to Chicago. The total earnings on the ten shipments would be \$147. The freight will be loaded by the carrier at Boston and unloaded by the carrier at Chicago, at an average expense of \$1.00 per ton for each handling, leaving net earnings for the service between Boston

and Chicago of \$127 per car. A carload of 36,000 pounds, which would be loaded by the shipper and unloaded by the consignee, would be hauled from Boston to Chicago at little, if any, higher cost than the car of L. C. L. shipments and would yield a total revenue of \$226.80. From Chicago to Minneapolis, 20,000 pounds of L. C. L. shipments would yield a revenue of \$68, while a carload would yield a revenue of \$122.40.

It is interesting also to compare the earnings per car mile. A car of L. C. L. shipments will earn approximately 12½ cents per mile, Boston to Chicago, while a carload earns approximately 22½ cents per mile. A car of L. C. L. shipments from Boston to Chicago, a distance of 1011 miles, would yield a revenue of 12½ cents per car mile, while a car of L. C. L. shipments from Buffalo to Minneapolis, a distance of 934 miles, would yield a revenue per car mile of sixteen and a fraction cents. A carload of soap, Kansas City to Chicago, a distance of 451 miles, yields a revenue per car mile of 36-7/10 cents while a carload of soap from Kansas City to Minneapolis, a distance of 484 miles, yields a revenue per car mile of 28-8/10 cents, and from Chicago to Minneapolis a distance of 421 miles, 29 cents plus.

A close analysis of these statements proves conclusively that whatever science may have been employed in establishing earlier rate structures, has been entirely eliminated by the various horizontal advances of the past few years.

The third section of the statements shows suggested carload rates on soap in cases, which properly recognize the economy of moving freight in carload units and which will serve to encourage and stimulate the movement of large volume and produce greater revenue per

car at lower cost.

"Heretofore, it has been the practice of the carriers to deal with revenues and expenses on a ton mile basis. This unit is, however, not a representative cost unit and does not disclose true facts. As a matter of fact, the carriers have not been serious in their cost studies and such figures as have been made are produced only in attempts to justify rate increases, rather than to determine true facts with respect to cost of operation.

"I am convinced that anything the carriers may do in the way of proper rate adjustment to encourage the movement of freight in larger units and in routing channels, will help to reduce the burden that now rests upon them.

"I do not wish to create the impression that I am opposed to service by the carriers, but I feel that service that cannot be made remunerative no matter what the level of rates may be, should be discouraged or restricted at least."

WHY WAREHOUSING IS COMPILING RATE DATA

(Continued from page 7)

A. W. A. railroads committee issues similar analyses on other given commodities, some of the shippers of those commodities may be inclined to protest. With that eventuality in mind, the contentions of the warehouse industry as to its privilege to prepare and make public such analyses—and as to its privilege to file those analyses with the Chamber of Commerce for presentation some day to the Interstate Commerce Commission—should reach the mind of every manufacturer in the country.

It is with the foregoing thought that *Distribution & Warehousing* presents herewith:

First, extracts from letters of some of the soap manufacturers who have had correspondence with Mr. Buchanan regarding his soap freight tables.

Second, extracts from letters written by Mr. Buchanan in reply to that correspondence.

These protests and responses serve to set forth some of the soap makers' objections and disclose succinctly why warehousing is not disposed to forego its right to seek—to quote from one of Mr. Buchanan's letters—"the proper construction of the foundation" of the warehousing industry—namely, an equitably built freight rate structure.

It is the contention of warehousing that the soap makers' objections are uniformly founded on unreasonable fear and a total disregard for public interest in the rate structures on all commodities, and that the shippers who have protested have not made a careful analysis of the subject. On that theory the objections have been

classified by Mr. Buchanan under three general headings, as follows:

I

"Fear of Advance in Rates"

(a) Objections

"**T**HREE is not a very strong tendency on the part of the carrier to initiate reduction in rates, and when it comes to a matter of spread between two factors there may be an attempt to adopt your general theory by another radical advance in L. C. L. rates."

"While theoretically your proposition is to increase the spread between soap carloads and soap less carloads by reduction of carload rates it is our experience that this is not the method that is actually employed by the railroads, and it does not require very much stretch of imagination for us to see the railroads expressing with pleasure a proposition to increase the spread by raising the rate."

"Admitting for the sake of argument that you are correct in your inference that the L. C. L. do not bear their proper proportion of transportation burdens, what assurance have you that the railroad companies will not meet the situation by increasing the L. C. L. rates instead of decreasing the carload rates?"

(b) Replies

"**T**HE underlying principle is one of 'Cost of Service' and the contention is that rates for both C. L. and L. C. L. service should bear a proper relation to the cost of that particular service and *therein lies the protection against advance.*"

"L. C. L. rates are largely confined to classes and a fear that the carriers will attempt to disturb the relations between classes is not well founded nor can the carriers afford to tear down their entire classification fabric."

"The carriers are now operating under a level of rates that is 68 per cent in the West and 75 per cent in the East higher than the level under which they prospered in normal times."

"The carriers admit that their financial difficulties are due to high operating expenses and business depression rather than insufficient rates. *Rates cannot go higher without bringing about complete commercial paralysis.*"

II

"Time-Hallowed Custom of Equalizing Communities and Commodities by Artificial Rate Structures Without Regard for Cost."

(a) Objection

"**O**UR experience has been that the measure of the rate is given small consideration when relative conditions are in question. This applies whether one community claims discrimination in favor of another community or if the L. C. L. basis is claimed to discriminate against a normal carload movement. We are distinctly adverse to any agitation

which brings into issue the relativity of one rate to another unless full justification can be shown for a lower basis of rates."

(b) Reply

"**I**FULLY recognize that other factors than the mere relation between C. L. and L. C. L. must be considered.

"I quite agree with you that the claims of communities or commodities as opposed to other communities or commodities have been considered to the exclusion of cost of service in the determination of the measure of rates. *It is this practice that has brought chaos into our rate structures* and made it necessary for the transportation companies to go before the Interstate Commerce Commission time after time and plead for increased rates until we are now operating under a level of rates that is 68 per cent in the West and 75 per cent in the East higher than the rates under which the carrier prospered in normal times.

"The time has come when the carriers can no longer afford, nor is it necessary, to make market adjustments their chief consideration in the determination of the measure of rates; *for the warehousing industry has now perfected its service to a degree that makes possible the equalization of markets by the intelligent use of warehouse facilities rather than by artificial rate structures that must of necessity become a tax on the transportation system or on an industry generally.*"

III

"The Manufacturer, Alone, Is Interested in the Rates on His Particular Commodity."

(a) Objections

"**W**E hope it will be borne in mind that when it comes to the level of freight rate there is involved the additional interest of the manufacturer and ultimate consumer."

"The subject must be considered from all angles before it is too generally announced to the public."

"We hope it will be the pleasure of the warehouse interests to leave the matter of proper rates on our commodities to the manufacturers, who are more interested than any other agency in efficient and proper distribution of their products."

"Frankly, we would rather prefer that outside interests left the regulation of rates on various manufactured products to the manufacturers, as we feel that only harm will result to us from such propaganda as is put forth by you."

"We are of the opinion that the regulation of rates on various manufactured products should be left entirely in the hands of the manufacturers of those products."

"While we appreciate the intentions of the writer [alluding to Mr. Buchanan] were probably all for the best, at the same time as soap manufacturers we would very much prefer to handle mat-

ters pertaining to rates and transportation of soap direct with carriers themselves. We trust you people can see your way clear not to take the matter up farther."

"While this article [alluding to tables and explanation reprinted on pages 8 and 9] may have its good points, the soap industry at large would prefer that you picked on some commodity other than soap. All the largest soap industries maintain traffic departments for the express purpose of handling all matters pertaining to the transportation of their commodity, and we would much prefer to handle such rate matters ourselves, direct with the carriers which may be involved. We sincerely trust no further action will be taken by any one on the article in question."

"We cannot but feel that this question should be left entirely in the hands of the soap manufacturers, who are more directly interested in this question."

(b) Replies

"**T**HIS primary purpose of this article was not to present an analysis on soap rates, but to indicate to what extent the present rate structures fail to properly reflect the economy of carload movement, soap being used as an illustration.

"We, of course, have no wish to regulate any rates, providing they are so constructed as to recognize the basic principles of rate making."

"I wish to make it clear to you that the American Warehousemen's Association has no wish to exercise any control whatever over rates on any commodity, but in view of the fact that no industry is so vitally interested in the proper construction of rate schedules as is the warehouse industry, *we feel it is our right to seek the establishment of general rate structures that will give proper recognition to cost of service, as well as the commercial needs which you gentlemen of the commercial traffic fraternity are so well equipped to care for.*

"There are few industries whose total investment in facilities exceed the total investment of the warehousing industry, and no other industry is so closely related to transportation and transportation rates. As a matter of fact, *the successful growth of the warehousing industry along economic lines must of necessity be founded on proper rate structures.*

"*We are, therefore, not disposed to forego our right to seek the proper construction of the foundation of our industry, particularly in view of the fact that this can be done not only without imposing hardship on other industries, but to their distinct advantage.*"

Soap Was Incidental

THE attitude of warehousing toward readjustment of the freight rate structure is further clearly emphasized in a letter which Mr. Buchanan wrote to one of the protesting soap traffic managers, as follows:

"If you have gathered from previous correspondence that it is the purpose of the A. W. A. railroad committee to proceed with further discussion of soap rates, I have been indeed unfortunate in expressing my thoughts, for we have no such intention.

"My sole idea in discussing the subject with you has been to make clear this fact: the railroad committee of the A. W. A. have no wish to disturb in any way the market relations on soap or any other commodity. Soap was merely incidental to the subject under discussion; I might have used the same rates and referred to the commodity as 'XYZ' and our purposes would have been fully served.

Would Benefit Industries

"The only purpose is to encourage a general rate structure that will properly recognize the economy of carload movement and at the same time have full consideration for all other necessary factors in rate making. This idea if carried to a conclusion cannot fail to benefit the soap industry together with all other industries.

"I feel sure that you will agree with me in this contention, which I make after many years in figuring and checking railroad costs for rate making as well as for operating purposes, that railroad rates reflect the cost factor only to this extent: they seek to maintain a scale of rates sufficiently high to produce enough revenue to pay operating costs, fixed charges and leave something for return on investment. In other words: railroad rates cannot bear a direct relation to 'cost of service,' for the railroads know only their total operating expenses and have no knowledge of their operating costs with respect to particular classes of service.

"As you have pointed out, the volume of business now being handled through warehouses is an indication of the appreciation by the distributors of the value of warehousing.

"We wish to make warehousing still more valuable to the distributors by broadening its field of activity. We, of course, do not wish to accomplish this result, nor can we hope to do so, at the expense of the distributor or consumer, nor at the expense of the transportation system. We hope to so co-ordinate the warehousing industry and transportation industry that distribution economy will best be served.

PENNSYLVANIA TRUCK OWNERS BEGIN CAMPAIGN FOR STATE ASSOCIATION

PHILADELPHIA, Aug. 2.—In an effort to gather into its membership every truck owner in the State of Pennsylvania, the Motor Truck Association of Philadelphia, hitherto regarded chiefly as a dealers' organization, although containing numerous owner-members, has begun a vigorous campaign. The association plans to combine with the Motor Truck Association of Pittsburgh, with the idea of having two big closely-allied associations, one at each end of the State, working in complete harmony. It

"With respect to the soap industry: we have no intention of attacking the rate adjustment on that commodity and I wish to offer the assurance that when the rate revision, which must necessarily come, is undertaken you will find the warehousing industry very ready to cooperate with you in securing the rates that will lend themselves to your greatest prosperity."

IN a letter to *Distribution & Warehousing* Mr. Buchanan comments that a review of the history of commercial development shows that there is no suggestion of progress that has not to some extent been "viewed with alarm." He adds:

"I am quite sure, however, that after the soap manufacturers have viewed the situation from every angle and taken into consideration the big purpose back of the proposed movement they will find no cause for alarm on the part of the soap industry.

"There can be no doubt that the suggested adjustment will necessitate some re-adjustment in the methods of marketing and distributing soap as well as many other commodities that will be affected by a proper rate structure; but this is a readjustment period, and it is high time that distributors give careful consideration to every factor that will produce lower cost to the ultimate consumer. They should, by timely changes in their methods, keep pace with ever-changing transportation conditions in order that the desired result may be accomplished. I would respectfully ask that the soap manufacturers review the article in question with these thoughts in mind:

Six Points

"First: During the past ten years the growth of L. C. L. traffic has been tremendous and it has been physically impossible for the railroads to keep pace with the rapidly increasing demand for expensive terminal facilities and service. There could be but one result:

"The terminal cost of handling L. C. L. traffic increased far beyond its value and the traffic ceased to be profitable in congested territories even under excessive rates. Any loss resulting from the movement of L. C. L. traffic must be borne by C. L. traffic, and so we have a scale of carload rates that are entirely too high.

is even regarded as probable that the two organizations may become one.

Both associations are sending out thousands of circular letters, each addressed to a truck owner. There are approximately 60,000 motor trucks owned in Pennsylvania. The Philadelphia association is attending to the letters to all owners east of Altoona, which embraces 16,500 truck owners, and the Pittsburgh organization is looking after the interests of 10,000 truck owners in its allotted territory. These 26,500 truck owners

"Now any readjustment in the rate structure that will discourage, to the point of necessity, the movement of freight in L. C. L. channels at extravagant cost and encourage the movement in economical carload channels cannot fail to benefit any industry to which it is applied, nor can it fail to produce greater net revenue for the carriers—which, after all, is what they desire.

"Second: The railroad committee of the A. W. A. is not dealing with soap alone but with every other commodity on which the rate structure is such as to encourage the more expensive movement.

"Third: Soap was chosen as an example for three reasons:

"(a) Soap moves in large volume from widely separated markets.

"(b) Soap distributors do not use economical distribution facilities as much as is now possible.

"(c) Because of rate inequalities shown, soap distributors cannot make full use of economical distribution facilities.

Nothing to Fear

"Fourth: Every important change in rate structure has been feared by shippers because of the uncertainty of its effect, but no proper rate adjustment has worked hardship on an industry.

"Fifth: If it is true that the soap industry has adjusted itself to a rate structure that lacks every element of fairness and economy, that fact cannot justify continuance of those rates at the expense of the consumer.

"Sixth: It is not the purpose of the committee to urge a general disturbance of established relations induced by commercial need. For example, linseed oil, to which one soap manufacturer has referred, is a grain product and is therefore, from a transportation standpoint, in direct competition with grain itself. It is necessary that a proper rate relation be established and maintained between grain and its product, but there is no more need for a particular relation between soap and its basic elements than between automobiles and iron and steel.

"On the whole I can see nothing to fear in a downward revision of rates that preserves proper market relations and produces ample revenue to insure profitable operation of our transportation system."

haul millions of dollars of merchandise over thousands of miles of roads through the State yearly. Of the total, about 9,000 owners are located in the Philadelphia metropolitan district.

To encourage the movement the Philadelphia organization, which is presenting in its circular letters the advantages of owners joining the body for legislative and other self-protective reasons, has waived the regular initiation fee of \$5 and is asking only \$5 a year dues.

(Concluded on page 46)

OVERAGES AND SHORTAGES*

A Moot Question

Between Shipper and Warehouseman

By John J. Sinnott,
Traffic Manager, F. F. Dalley Company of New York

THE subject of adjustment of overages and shortages in warehouse stocks between storers of goods and warehousemen is one which appears at first glance to be quite simple, but it is a subject which becomes more intricate and involved the further it is gone into.

This latter statement is especially true when the adjustment concerns an account which may consist of several different brands or style numbers of the same kind of goods packed in various kinds and sizes of package, which may have been stored in the same warehouse over a period of several years.

It is a very simple matter in many instances for a warehouse employee to ship out or deliver say ten cases of one brand or style in mistake for ten cases of another brand or style of the same kind of goods. The customer may have ordered packages containing one gross each, and the warehouse may, in error, have shipped or delivered one-half gross packages.

Pertinent Questions

THE above are among the simplest ways in which overages or shortages may occur in warehouse stocks. Other causes of discrepancy are as follows:

A car shipped to a warehouse for storage may actually contain more goods or less goods than the documents indicate, and the overage or shortage may not be detected when the car is checked into the warehouse. This overage or shortage, as the case may be, will be reflected in the next inventory. *Who is liable?*

A customer may for some reason or other return goods to a warehouse and the warehouseman may fail to record the transaction properly on his books and fail also to notify the storer; an inventory will disclose an overage. *Who should get credit for the overage?*

Warehouse employees may systematically steal and dispose of goods from the warehouse. Legally, in some States, the warehouseman may be protected because the storer cannot prove negligence on his part, but as a matter of fair business practice, *who should be responsible for thefts from public warehouses by employees or others, and who should settle when the shortage may be disclosed by an inventory?*

The above are examples of a few of the situations which arise, and they serve to bring out some of the problems

Through negligence on the part of the customer's receiver the error may not be detected at the time, or perhaps not for a long time afterward. In the meantime a periodical inventory may have been taken by the warehouseman. This inventory would disclose a shortage of ten $\frac{1}{2}$ -gross cases and an overage of ten 1-gross cases, or a net overage in quantity of goods of five gross. In adjusting accounts, *who should get credit for the five gross, assuming that the customer has not yet detected his shortage?*

Suppose, on the other hand, that the warehouseman ships in error to the customer ten 1-gross cases where the order calls for ten $\frac{1}{2}$ -gross cases. The warehouse people do not detect the error and the customer is either negligent or dishonest and fails to report his overage. When the next inventory is taken at the warehouse and a shortage of five gross is disclosed, *who should be held responsible for the shortage?*

which have to be met by the person who is handling warehouse accounts.

Is there a method of handling warehouse adjustments that will dispose of difficulties such as those outlined above, in a way that is fair to all parties concerned?

I am not sure that there is, but I am going to set down my own ideas on the subject—ideas derived from an experience covering a number of years, both as a warehouse manager and latterly as one in charge of warehouse accounts for a firm which distributes its products nationally through public warehouses.

A Plan Suggested

As stated in the foregoing, the deeper one goes into the subject, the more difficult and involved it becomes. I have tried out a number of plans in various warehouses. One plan may work well in one warehouse, but not in another. The plan outlined below is one which I think may be considered fair to all parties concerned, and also as one which will serve to eliminate some of the difficulties already mentioned.

At the outset, it is important to assure yourself that the warehouseman with whom you are doing business or propose doing business with is thoroughly reliable and responsible. When satisfied on this score an arrangement should be entered into which will embrace at least the following conditions:

1. The warehouseman to furnish storer

at beginning of every month with a stock report on forms provided by the storer, this stock report to show stock on hand at beginning of previous month, receipts during month, deliveries of shipments during the month, and balance on hand at the end of the month. This stock report should be carefully checked when received and any errors or omissions should be at once called to the attention of the warehouseman so that his book records and your book records may be in agreement at all times.

2. These reports should be confirmed from time to time by actual count or physical inventory of stock in warehouse. Whether these inventories be taken monthly, quarterly or annually is a matter of mutual arrangement. Personally I am of the opinion that, providing the warehouseman is known to be thoroughly responsible and has an efficient organization, it is sufficient to have the inventories taken and adjustments made annually.

Pay the Warehouseman

If the warehouseman sees fit to charge for these inventories, pay him willingly, providing he will give you the figures over his signature and agree to stand behind them.

Whether the inventories be taken at long or short intervals, there are almost invariably adjustments to be made, and arriving at these adjustments sometimes results in friction. That is one reason favoring settlements annually in-

*Paper read at Pittsburgh convention of Shippers' Warehousing & Distributing Association.

stead of at shorter intervals, although this plan is intended to avoid any friction.

3. The last item of the arrangement is that all overages in excess of quantities found short in previous inventories and which may have been paid for by the warehouse belong to the storers, and the stock is to be increased accordingly. For example—

Suppose the first inventory taken discloses an overage of ten cases, which cannot be accounted for; the warehouse and storer's stock records should simply be increased by ten cases.

Suppose the next inventory discloses a shortage of nine cases; the storer would simply give credit to the warehouseman for nine cases, and have the stock records adjusted accordingly.

Let us suppose, however, that the sec-

ond inventory, instead of nine cases disclosed a shortage of fifteen cases; then the warehouseman would be charged with the additional five cases short.

Some may contend that this is a one-sided arrangement, favoring the storer of goods; but it must be borne in mind that any overages or shortages which occur in stocks are almost invariably due to negligence somewhere on the part of the warehouseman or his employees. Even if a storer makes an error and loads in a car more goods than the documents indicate, it is the duty of the warehouseman to discover this overage when the car is unloaded, and to report it to the storer.

The legal viewpoint regarding overages in warehouse stock is, I believe, that such overages are rightfully the property of the one who can prove title

to them, but proving title to an overage is, in many instances, impossible, involving, as it frequently does, the complete reviewing of hundreds, or perhaps thousands, of separate transactions.

Another point to be remembered is that if the physical inventories are properly taken and the warehouseman is prepared to live up to his agreement to stand behind the figures of these inventories, there can, in fact, be no actual connection between an overage discovered at one inventory and a shortage discovered at a subsequent inventory, provided proper adjustment of stock records of both warehouseman and storer is made each time an inventory is taken.

There are many other features of this subject which I have not mentioned, but I think that the most salient parts of the subject have been touched upon.

Mr. Sinnott's Paper Considered from the Viewpoint of the Warehouse Industry

DISCUSSION of Mr. Sinnott's paper by traffic managers and warehousemen who attended the Pittsburgh convention of the Shippers' Warehousing and Distributing Association developed the general opinion that the problem of overages and shortages was one which should be referred to the conference committees of the shippers' organization and the American Warehousemen's Association.

Action!

On motion by P. T. MacKie, district freight agent in Chicago for the American Sugar Refining Co., the shippers' conference committee will "report some concrete definite suggestion" which can be taken up with the A. W. A. conference committee, of which Sidney Smith of Chicago is chairman, "for definite report and recommendation."

The question whether the warehouseman has the right to sell overages when the ownership cannot be determined was considered at length by various speakers pending decision to refer the general subject to the conference committees. This point was brought up by the shippers' association's president, John Simon, manager of the transfer department of the Keystone Steel & Wire Co., Peoria, Ill.

"Some warehouses," Mr. Simon said, "have what they call an 'embargo'—a form where they show all the stuff that there is on inventory, and if you are short on the next inventory a fence or a few kegs of nails, they will go in there and get that out. If they are not short on the next inventory, they will probably sell that stuff."

"Is that a proper way? The warehouseman may keep those goods in the 'embargo' stock for months, or even a year."

ORGANIZED EFFORT

THE question of overages and shortages has long been a moot question between warehouseman and storer. There is no uniformity of practice, and the resulting dissension and dispute are not good for business.

Perhaps now some method of uniformity is to be agreed upon. The first step in that direction was taken when it was decided at the Pittsburgh convention of the Shippers' Warehousing & Distributing Association—attended by many warehousemen—that conference committees representing the shippers' organization and the American Warehousemen's Association should get together and try to work out something definite for recommendation to traffic managers and storage executives.

The problem from the viewpoint of the shipper is discussed in this paper by Mr. Sinnott. How warehousemen look at the situation is told in text beginning this page.

It would be safe to challenge anyone to advance any sound argument why some form of agreement cannot be reached. It hasn't been done up to now because there has never been an organized "get together" movement heretofore.

Illustrating once more the value, to warehouseman and traffic manager both, of the existence of the Shippers' Warehousing & Distributing Association.

H. N. Black, traffic manager, Jersey Cereal Food Co., Cereal, Pa., remarked that in the case of food products, which can't be kept, the warehouseman might sell for half price and the manufacturer must then "go around and buy that up," in order to prevent competition against his own goods. "Where a warehouseman makes a mistake, he should make good," Mr. Black contended. "He should notify the manufacturer when there is a mistake made."

Two viewpoints from the storage industry were here presented, one by Robert L. Spencer, Pittsburgh, general superintendent of the Pennsylvania System Warehouses, and the other by Edwin Morton, treasurer and manager of the B. & O. Stores, Inc., New York.

"In the case of Mr. Sinnott we are dealing with one creditor, one product," Mr. Spencer pointed out, "and the question of adjustment between overages and shortages as they relate to one-half-gross and gross and two-gross cases is very simple."

A Broader Problem

"But when you come to adjusting an overage or a shortage involving the products of other people, but similar in nature—flour under specific title, as Gold Medal flour—Washburn-Crosby certainly would not want us to deliver ten bags of Pillsbury flour to replace a shortage of theirs. They wouldn't permit it, so the question to be handled is somewhat broader than that intended by Mr. Sinnott."

"Five packers may ship us five car-loads of canned specialties and, when we take a periodical inventory, we may find that we are fifteen cases of John Smith's goods over and fifteen cases of some other man's goods short. As Mr. Black states, if our warehouse went out

into the market and tried to dispose of those fifteen cases, we would probably have to sell them at half price; the goods, all being food products, depreciate with carriage and long term of storage. So our precise methods of handling cases of that type are these:

"We try to check all our accounts monthly and if we are twenty boxes of Jersey 'Cereal 36' over we will notify Mr. Black and he will dispose of it and Mr. Black will give us a theoretical credit. He may set up an account crediting our warehouse with 20 cases, but he is disposing of the goods in market. He sets the price on them and sells in the market. Now in due time 'Post Toasties' may be that much short. I have got a credit with Mr. Black and can settle with him. So where a storeroom checks his goods every six months or a year it will be very good—and a warehouseman must keep his accounts so that he can adjust properly and promptly."

The B. & O. Method

Mr. Morton explained the system which operates at the B. & O. Stores in New York:

"When a firm's report shows an overage in unloading a car, our first supposition is that there is a mistake in the account, and we usually find that is correct. For instance, we count five and report that number to the shipper. If there is an overage, the possibility is that there has been a mistake and it can easily be done when there are goods that can be piled together.

"On the whole question of overages and shortages, I agree with Mr. Sinnott. I think his idea is good, basing it on periodical settlements rather than monthly. We have very little trouble with trade-mark goods, but we have with goods that are fungible, or when we have a crowded warehouse. Sometimes goods would be lost.

When Selling Is Justified

"In the last month or two when business was dull, we kept our men there. We found it our experience that a great many goods we couldn't identify and we had them removed to what you call 'embargo,' but what we call 'purgatory.'

"We notified the owners as far as we could and gave them the goods. If we couldn't find the owner, after every effort, we felt justified in selling the goods. All the people reported they had been paid for everything they had in the house and they wouldn't come down to look at the goods. In some cases we found goods where there had been shortages. We paid for a number of claims and afterward found the goods in the house when we were cleaning up. A few people objected to making those settlements, but some did make them.

"Every warehouseman makes every effort he can to adjust goods and when he has done that, he has a perfectly justifiable right to sell the things and make up for the shortages that he has paid for. For the most part, I think such cases are satisfactorily adjusted."

Responding to Mr. Morton's statement, Mr. Simon said Mr. Morton was

"certainly doing a whole lot more than the average warehouseman is when you try to ferret out the goods that are over." Mr. Simon added:

Should Be a Rule!

"I have never had any of the warehouse concerns we do business with write and tell us 'We are over a number of yards of fencing or so many kegs of nails.' It would be a desirable thing if they did do that. If all warehousemen would do that I think Mr. Sinnott's discussion would come to a termination in short order. But that is not done generally. If shippers would make that a rule, or we could get the American Warehousemen's Association to make that a rule, it would help us out a whole lot. Mr. Morton has given us a very comprehensive statement of the way overages and shortages are handled. I suggest that if the warehousemen generally will do as Mr. Morton says his warehouse does, our troubles will be at an end."

The question of the warehouseman's privilege to sell overages was pursued further.

"I can't understand how there can be any question as to his right to sell goods," said J. S. Kellie, traffic manager, the J. B. Ford Co., Wyandotte, Mich. "The relationship of the warehouseman to the shipper or storeroom is that of a bailee. He has no title to those goods. He is acting as a servant, and when he takes those goods out and sells them on the market under any circumstances he is converting to his use somebody else's property, which he has no legal right to do.

"Of course the law provides that if certain property has no owner, and an owner cannot be found, then the finder is the keeper. That's all. But to take some of Mr. MacKie's sugar and, with that, fill a shortage of my soda ash, is just the same as taking Washburn's flour to fill Pillsbury's flour. It's just the same thing. There is no difference. Because one is flour and the other is sugar makes no difference from filling a shortage of sugar with an overage of soda ash.

Harmful Competition

"I agree with Mr. Morton, but it has been suggested that the warehouseman has a right to take anything that he has found over and convert it to his own use. Now, the railroads have a right to take over-freight at the public warehouse and go through a legal form and dispose of it, when there is no other way of getting rid of it. The other side that has been brought up is that we are entitled as shippers to protection for our markets, and when a warehouseman goes out and sells our goods in competition with us, he is hurting us. He cuts the price or sells the product for what he can get and that isn't fair to us.

"The goods that are found over in the warehouse, no matter what they are, should in every case be settled for with the owner if he can be found. If he can not be found, the law provides a way of handling them. But if it bears

our brand, no matter how the warehouseman gets that barrel he should settle with us; if we cannot prove ownership, we should possibly pay him, and if he can prove ownership they are our goods and he cannot go out into the market and sell them."

"If a warehouseman," Mr. Kellie added, "unloads a car and knows he is over five barrels of our goods, and doesn't report it, he is dishonest."

"And," said Mr. Spencer, "he doesn't belong to the American Warehousemen's Association."

A Legal Opinion

Continuing on the subject, F. D. Campana, general counsel for the Furniture Manufacturers' Association of Grand Rapids, brought up this contention:

"How can the goods belong to the warehouseman in case of an overage? Even when the law gives him the right to sell, the law gives him title on account of services rendered. There is no way by which he can get title when the warehouse is for the storage of goods. Title is a fixed thing. Even if the day comes when, by the expiration of the time limit, he must take those goods out and sell them, the law presumes that he sells them for the storage. There is no opportunity for them to become the property of the warehouse at any time, because there is no party with whom he has dealt who has had title so there is no title that comes to him.

"If they are returned goods and he received them as agent, he still wouldn't have title. They would be the property of the dealer who returned them to the warehouse.

No Title

"For example, in the case of Mr. Sinnott—if a man received ten cases of 2-gross cases instead of one and returned half of them because his order was satisfied, he might take them back to the warehouse and they refuse them and there would be a question of title between the manufacturer or shipper and the dealer who refused to accept. Whether or not he was entitled to accept, the title would then be between them and I don't see that it would ever become the property of the warehouse."

Mr. Sinnott said that about a year ago he placed before several prominent warehousemen a theoretical question:

"Where an inventory discloses a shortage of ten cases and the subsequent inventory discloses a shortage of fifteen cases, to whom should these five cases belong?"

The answer he received from several, Mr. Sinnott said, was that the overage goods were the property of the warehouseman until somebody could prove ownership; the warehouseman would give credit neither to the storeroom nor to the purchaser.

What should be the attitude of warehousemen generally toward overages and shortages was set forth by Charles L. Criss, Pittsburgh, general secretary of the American Warehousemen's Association, as follows:

"So far as goods come to the ware-

houseman in the shape of overage it is a common practice among warehousemen, and ought to be an absolute practice, to report that overage to the owner or shipper of the car wherever he may be. If that is done, and there is a statement of the situation at the time, the owner or shipper can adjust his records and charge the warehouseman with the quantity received. Thus it makes the record complete for all time. I quite agree with Mr. Sinnott in the proposition that there ought to be a general check at stated times in order to know that the accounts of the warehouse and the owner agree.

"There is no way that a warehouseman can escape responsibility for shortage that actually shows up, except by showing in some way the loss of the goods in a manner not attributable to his negligence. He must account for the

goods. But the great difficulty, it always seemed to me, was in not getting your account of goods correct in the first place, as they were taken from the car. If you do that, the rest will follow out naturally and smoothly. I quite agree with the gentleman, and he is dead right, that if I receive in a car five or ten cases of packages more than the shipper has me charged with, they are not my goods. They could not be, absolutely not, and I think it is unwise to set them aside to wait; it should be done right at the time and receipt given to include those goods.

"There is no way which I know in which the warehouseman would claim title to them, then or thereafter, unless in the case of a shortage having been claimed and which he had settled and the goods would turn up afterward in his house. Of course, in the settlement

of the goods, the owner would subrogate his claim for them to the warehouseman. The question of the disposition of the goods would be for the owner and the warehouse to adjust. I don't think the warehouseman should sell them to any person else if he could effect any such arrangement with the owner.

"Things become complicated when there are the same kinds of goods handled for several owners, because the warehouse can't depend on exactly what happened or might not have happened with one man or another; in that place it's a part of wisdom for him to hold on to an overage for a while, until he sees what may develop in the other accounts. I don't think he can be blamed for that, but as to all other positions in which he may find himself he has no right to them at all, and his right to sell them is merely to cover his charges for service."

TELLING THE PUBLIC

Frank A. Horne Puts Proper Propaganda Before the People

THE world's largest cold storage warehouse under a single roof is that of the Merchants' Refrigerating Co., occupying an entire city block in New York City. An idea of its capacity is given by the company's president, Frank A. Horne, in an article in August issue of *The American Magazine*—"You Will Be Amazed at the Wonders of Cold Storage."

"Filled to capacity," writes Mr. Horne, a member of the American Warehousemen's Association, first president of the American Association of Ice and Refrigeration, and one of the country's best-known storage executives, "it holds between 75,000,000 and 90,000,000 pounds of food products. As an average eater you could live on this for twenty million days. It would furnish the entire population of the State of Nevada with food for ten months. Everybody in Tallahassee, Fla.; Annapolis, Md.; Dodge City, Kan.; Bismarck, N. D., and Helena, Mont., could enjoy three square meals a day for a year and a quarter before its resources were exhausted."

Alluding to spacious cooling systems which have been successfully installed in hospitals, telephone exchanges, theaters, churches, banks, the New York Stock Exchange, hotels and restaurants, Mr. Horne looks into the future:

"People who rent apartments fifty years from to-day will probably get refrigeration just as they now get steam heat. Central refrigerating plants will furnish cold for whole blocks of apartment houses, in the same way that central heating plants now operate in such modern structures."

Eggs lead in cold storage products, Mr. Horne says, and he adds:

"What goes into storage is, after all, only a small percentage of the total production; it's the surplus remaining in

times of plenty. Were it not for cold storage the price of eggs, for instance, would be so low in March, April and May—when 40 per cent of all eggs are laid—that the producer would get only a pitiful price for his product. Then when winter came on, and hens entered their annual period of 'strike,' fresh eggs in the city could be bought only by the very well-to-do.

"Commercial cold storage tends to stabilize prices, and it makes the products of every section of the country available

to every other section at nearly a uniform price. Each part of the country can thus specialize on the products suited for it."

Food products, furs, fabrics and candy form the bulk of cold storage receipts, Mr. Horne says, and about one-fourth of the public cold storage space of the country is given over to eggs during the summer months. In New York City alone the value of furs stored very likely runs into seven figures.

Inasmuch as Mr. Horne's article is written for popular interest, and not for warehousemen, he devotes some of his text to the housewife, offering hints as to how and when and just where to store eggs in the ice-box; and where to place meat, butter, poultry, milk and drinking water and where to place lemons, oranges and cantaloupes. In doing this he brings out the point that it is not good warehousing to keep eggs and lemons even in the same building.

"If we do," he explains, "the eggs will come out of storage with a pronounced lemon taste. In days when storage warehouses were not as well insulated as they are now, I have known lemons to communicate their flavor to eggs in an entirely separate structure in the same block of buildings. We have even found it dangerous to store lemons and eggs in the same room on alternate years. Lemons are such all-round 'bad actors' that we have given up taking care of them at all."

Commenting on Mr. Horne as "an international authority in the cold storage and refrigerating world," *The American Magazine* adds:

"He has long championed the privilege of the public to know all about the conditions under which food is preserved, and he has maintained that no public cold storage warehouseman has the right to own or speculate in foodstuffs."

AN IMPATIENT PATIENT

FRANK A. HORNE has endeavored unsuccessfully to cure his own hay fever by shutting himself up in his own warehouse refrigerating rooms. As he tells it in the August issue of *The American Magazine*:

"A hospital in Kansas City provided a refrigerating room several years ago for the treatment of hay fever patients. It was fourteen feet by ten feet, and had insulated doors and walls and one window. Several patients were reported to have been cured.

"As a humble private in the great army of hay fever victims, I have given the same treatment a tryout in our storerooms. Although immediate relief was experienced each time I went into a chilled room, I found that the trouble returned soon after I left it. Possibly I was not patient enough."

FOREIGN CORPORATIONS*

What Constitutes Doing Business?

By CARROLL C. ROBERTSON
Pittsburgh Secretary, Corporation Trust Co.

THE question of "What Constitutes Doing Business?" is of importance because on its answer depends the necessity of complying with laws of forty-eight different States; Territories and Possessions of the United States, and Provinces of Canada.

Coming under the operations of the laws of these means the filing of corporate documents, the appointment of an agent to receive service of process, filing of reports, and subjection to taxation. Naturally, the corporation unwillingly admits its liability in these connections and wherever possible attempts to ignore its duty to comply. In order to compel compliance in the interest of the stockholders in foreign corporations, in the interest of creditors and in the interest of the State itself in the matter of re-

ports and taxation, these laws have attached thereto severe penalties. These penalties are in the way of police regulations, in a broad sense, their object being to enforce compliance with the laws. The penalties are severe, the most severe being surrender of the right to sue or defend in the Courts of the State involved, and sometimes in the Federal Courts.

Often heavy penalties, by way of fines, are imposed. It is not unusual for a corporation to lose vast sums of money from its inability to enforce a single contract. Inability to secure redress in the Courts even extends to agents of the corporation who have refused to account for the purchase price received by them for goods sold for the corporation.

FOR some time these laws were not strictly enforced and business men thought the penalties were so large that they probably never would be fully enforced. In this, however, they have been mistaken and many corporations have suffered large losses, even amounting to over \$30,000 in single instances, for their failure to comply with the law of a single State.

You must now view this question in the light of severe enforcement of the laws. This enforcement of the law has been largely brought about by a greater knowledge of the law and the taking advantage thereof by many debtors and their attorneys.

Warehousemen Concerned

Warehousemen who obtain a warehouse in a State other than that in which they are incorporated are so clearly doing business in the State where their foreign warehouses are located that it is not a debatable question as to whether they are doing business.

You are interested in the problem because of an indirect interest. This indirect interest is a direct interest of your customers.

Is a foreign corporation which ships goods into the State in which you are located, stores them in your warehouses, retains title and thereafter orders shipments to customers in that State or in other States or countries, doing business in your State?

MR. TRAFFIC MANAGER

Assume that your company

1. Ships goods into another State.
2. Stores them in public warehouses in that other State.
3. Retains title to the goods.
4. Thereafter orders shipments to customers in that other State, or to customers in other States or countries—

Under such circumstances, is your company doing business in that other State?

By failing to determine "What Constitutes Doing Business?" many corporations have suffered large losses, even amounting to more than \$30,000 in single instances, Mr. Robertson points out in this discussion.

If such a customer is so doing business and he fails to qualify his foreign corporation in your State, he may lose the full value of his goods by inability to collect their payment.

The corporate customer may be subject to a fine and will be subject to litigation in which it may not be able properly to defend itself.

If the operations of this customer do

not constitute doing business in the technical sense, it would be an unjust burden upon it to qualify, since such qualification involves compliance with technical laws and subjection to forms of taxation by the State.

In the interests, therefore, of your customers, and, therefore, in your own interests, and that of this Association, you must face the troublesome task of examining into and safely deciding what constitutes doing business.

The Corporation Trust Co. has for a long time, and is now, engaged in collecting the statutes with their various amendments and the cases construing these statutes, which assist in deciding this problem.

Talk No. 6

We have compiled the more recent Court decisions on "doing business." These have been arranged under State headings and are reprinted in our pamphlet entitled "What Constitutes Doing Business?" We have reprinted extracts from the statutes and have published a pamphlet collecting cases which we call "Talks on Foreign Corporations." Talk No. 6, which we printed in October, 1920, is a collection of cases on the storage of goods in warehouses and a discussion of whether and when such storage constitutes doing business by your customers.

Your President has arranged for distribution among you of these pamphlets, and I trust they will be of assistance to you in making a study of this problem.

All of the corporation laws of the

*Paper read at Pittsburgh convention of Shippers' Warehousing & Distributing Association.

United States, and of Canada for that matter, are in a state of flux and no one can come to a conclusion with respect to a particular State or Province without having before him the last word of the Legislature and the last word of the Court. Iowa just passed a law for the first time requiring foreign manufacturing and mercantile corporations to qualify in that State.

Among the other activities of important nature conducted by our company is that of assisting attorneys in qualifying and maintaining the foreign corporations throughout the United States and in Canada. It is in a narrow sense to our interest to advise corporations of the dangers before them so that they will take the subject up with their counsel and, relying on that counsel, find that the employment of the services of the Corporation Trust Co. for his client will be the more essential and economical way in which to handle the qualification and subsequent maintenance of the corporation in foreign States; but in a larger sense we are desirous only of obtaining this business when it is to the best interest of the corporation involved. Our pamphlet and discussion of this subject has, therefore, been as impartial as our experts and counsel have been able to make it.

From Business Viewpoint

We find, however, that the question must be decided not only from the legal point of view but from the business point of view and that in some instances, where the amount involved is small, it is good business judgment to take the risk of not qualifying. But when the amount involved in the operation of one of your customers is substantial . . . and, I mean by that, sums in value in excess of one or two thousand dollars . . . it can be clearly seen that non-compliance with these foreign corporation laws is too great a risk.

An illustration of my point of view is taken from insurance. You can afford to take a small risk but not a large one.

As illustration of amount involved in some cases, I draw your attention to the Michigan case of *Phillips v. Everett* (*Corporation Journal* No. 98 April, 1920), where the amount involved and recovery of which was denied, was \$32,224. The United States Circuit Court of Appeals in this case said:

"It is, of course, unfortunate that the appellant must lose the cost of the material and labor that is added to the fund for distribution among the general creditors of the bankrupt, but that is not the fault of the referee in bankruptcy or the Court. The appellant could easily have protected itself from loss by complying with the laws of Michigan relating to non-resident corporations doing business within that State. It failed, neglected, or refused to do this and the Courts cannot relieve it from the consequences of its own neglect."

In another Michigan case, the plaintiff, a Michigan corporation, contracted with defendants to install certain plumbing and heating apparatus in an apartment

MR. WAREHOUSEMAN

THIS problem of "What Constitutes Doing Business?" is of interest to you, Mr. Robertson points out, because if one of your customers fails to qualify his corporation in your State he may:

1. Lose the full value of his goods by inability to collect their payment.
2. Be subject to a fine and be subject to litigation in which he may not be able properly to defend himself.

Mr. Robertson makes also this comment:

"Warehousemen who obtain a warehouse in a State other than that in which they are incorporated are so clearly doing business in the State where their foreign warehouses are located that it is not a debatable question as to whether they are doing business."

which they were erecting. The plaintiff had failed to file its annual report in accordance with section 9028, Compiled Laws 1915, for the year in which the contract was entered into. Later the report was filed. On the question whether the prohibition against the enforcement of contracts entered into during the time when the corporation was in default of filing its annual report was perpetual, or merely temporary until the report was filed, it was held that the prohibition against enforcement was perpetual. Judge Bird in speaking for the Court said:

"A glance at the former legislation on this subject discloses that the legislation has been steadily for several years growing more drastic. The obvious reason for this was to compel prompt filing of annual reports. With the Legislature in this frame of mind, when this legislation was passed, it is hardly conceivable that it intended only a temporary suspension of the right to enforce con-

INFORMATION

RECENT Court decisions on "What Constitutes Doing Business?" have been compiled by the Corporation Trust Co. and, arranged under State headings, are reprinted in a pamphlet under that title. The company has published also "Talks on Foreign Corporations," Talk No. 6 being a collection of cases on storage of goods in warehouses and a discussion whether such storage constitutes doing business.

Copies of these may be obtained by addressing Mr. Robertson at his Pittsburgh office.

tracts, as that would be but mild punishment for its default. Under this view a corporation could continue to be lax with reference to its annual report and in the event it desired to sue upon its contract it could then file its report and its atonement would be complete." (*Irvine and Meier v. Wiener et al.*, 180 N.W. 592.)

As a typical warehouse case, let me cite a Minnesota case (*Thomas Mfg. Co. v. Knapp*, 101 Minn. 432, 112 N.W. 989.) In this case it was held that a foreign corporation which shipped its goods to a distributing warehouse within the State where they were forwarded by the distributing agent on the order of the corporation, to customers within the State, who received the goods under contracts contemplating their sale at retail within a defined territory and the title to the proceeds of the sales was to remain in the corporation until it received the full contract price, was doing business.

A New York Case holds (*American Can Co. v. Grassi Contracting Co.*, 168 N.Y. Supp. 689) that a corporation which maintained a warehouse in New York, from which it delivered goods under a contract signed in New York, is "doing business" in the State, even though the contract contained a printed notice that it was subject to approval in Chicago; and such a corporation may not sue in New York on a contract made prior to its qualification to do business therein under the foreign corporation laws.

A Harvester Case

A case from the State of Washington (*Grams v. Idaho National Harvester Company*, 178 Pac. 815) holds that a harvester company which had just placed with a warehouse company a list of parts for sale on commission to purchasers of machines, many of the articles being sold for the harvester company by the warehouse company under an agreement to sell them as directed, is "doing business" in the State within which the provisions relate to service of process on the agent of a foreign corporation.

Only a few States permit compliance with the law after litigation is started; generally this is too late and is like locking the stable after the horse is stolen.

These problems of doing business and qualification with foreign corporation laws must be met by you and your customers when the business is initiated and before the storage of goods actually takes place in order that they may be adequately protected.

Blue Line Incorporates

DES MOINES, IOWA, Aug. 1.—The Blue Transfer & Storage Co. is being incorporated as the Blue Line Storage Co. and will engage in the business of warehousing and forwarding merchandise of all kinds. The contracts of the old company are being continued. Its buildings comprise a fireproof warehouse with approximately 40,000 square feet of space, and non-fireproof and semi-fireproof structures with about 50,000 square feet.

HOUSEHOLD GOODS BASE RATE TABLE

For Open Storage

THE household goods base rate table for open storage, as adopted by the Central Warehousemen's Club at that association's Chicago convention and recommended to its members for use, is herewith presented in full, together with the detailed explanation made at the convention by Melvin Bekins of the Bekins Omaha Van & Storage Co., Omaha. The document represents many months of labor and is conceded by furniture storage executives who have studied it to be one of the most important works ever produced for their branch of the warehouse industry.

Melvin Bekins presented his report on behalf of his father, John Bekins, head of the Omaha company and chairman of the Central's base rate storage table committee, which includes also W. I. Ford, Inter-State For-

warding Co., Dallas; G. R. Turner, Cameron Transfer & Storage Co., Minneapolis; P. J. Mills, White Line Transfer & Storage Co., Des Moines; N. R. Frost, Ballard Fire-proof Storage & Transfer Co., St. Paul, and George Hamley, Colonial Warehouse Co., Minneapolis.

It should be kept in mind that this table is for open storage only. At the Chicago convention the foregoing committee was renamed "household goods rate committee," which will continue its efforts in the direction of preparing a similar table for room storage. In this connection the committee will co-operate with committees of the American Warehousemen's Association and National Furniture Warehousemen's Associations and will have the benefit of the tables worked out by the American and the National. Melvin Bekin's explanation follows:

"**A**T the Minneapolis convention a year ago we brought a few charts up there and some figures, and showed what we were driving at; and at the San Antonio convention in January the bases were established, and the main base was that the lot should be 720 cubic feet, and another base to go along with that was 1 cent per cubic foot. So this entire table is constructed with those two things in mind, and so that the base lot would earn \$7.20 a month.

"The first page [Exhibit A, shown on page 19] of the paper you have before you tells what the second and following pages [Exhibit B, shown on pages 20 and 21] are, and I think the best way to do is to go through it step by step and see if we can't understand what it says, so if you will refer to the first page [Exhibit A] we will read together.

"Column No. 1 represents the aisle space used in per cent of cubic space occupied by the illustrated lot of goods.

Exact Space Considered

"The aisle which we have chosen as our standard is $4\frac{1}{2}$ feet, and each lot is charged with one-half of the aisle directly in front of it, so that each lot of goods would be charged with an aisle $2\frac{1}{2}$ feet wide. [See Column No. 2 in Exhibit A]. Now, this table is based wholly upon what the exact pile of goods uses. It has nothing to do with elevator space, office space or anything else. That should be taken into consideration at another point in the table; I will explain when I come to it.

"You will notice that the aisle is $4\frac{1}{2}$ feet and $3\frac{1}{2}$ feet wide. [Column No. 2 in Exhibit A]. We reduce the aisle when

our pile drops down to a depth of $2\frac{1}{2}$ feet to an aisle width of $1\frac{3}{4}$ feet, and for the reason that at that point the percentage came out much more satisfactorily and it made the table balance a little better than it would do otherwise had we used a $4\frac{1}{2}$ foot aisle throughout.

"Referring again to Column No. 1,

GUESS WORK IS ELIMINATED

A SCIENTIFIC method for charging for open storage in the household goods warehouse is here presented to the men of the furniture branch of the industry. Adopted by the Central Warehousemen's Club, this table is to be supplemented by one designed to enable the storage executive to obtain adequate revenue for goods occupying rooms. The association's committee, of which John Bekins of Omaha is chairman, is working on this second table and hopes to present something definite at the next convention.

percentage represents. Now, should it be so that the lot of goods was piled only this high, you can see that the aisle is closed clear to the ceiling, even though the lot of goods is up this high. This aisle of goods should be charged with the entire aisle space, so that your percentage would include the entire height to the ceiling, and not just to the height of the pile of goods, so that in the small lots where the pile height is less than 10 feet, which we have taken as a maximum, the percentage includes this additional space. That is all figured out in mathematical percentages and that can be shown you if you want to go into the detail of it.

Average Widths

"Column No. 3 is the pile width. These widths are the average widths that we have found that goods should be piled in these depths, as shown by these illustrated lots on your other pages [Exhibit B, on pages 20 and 21], to which the goods should be piled in order to get the greatest efficiency in the warehouse. By that is meant that a lot of goods containing 720 cubic feet should not be piled in a space 6 feet deep with an aisle of 12 feet, but should be reversed and the depth should be greater. That is carried out in all the smaller amounts of cubic feet. The proportion that is given here we have found by practice as well as theory.

"Column No. 4 is the depth of the pile. You will notice that 12 feet is the base depth, and it goes down to a depth of 3 feet.

"Column No. 5 is the amount of cubic feet piled in these respective depths.

that is the percentage of the aisle space—the percentage of the cubic space occupied by the lot of goods that is chargeable for the aisle space. Now, taking a lot of goods that is piled up to the ceiling, your aisle space is out here and this aisle space is a certain per cent of the pile of goods. That is what this per-

The point that 720 cubic feet is the base cannot be stressed too much. That is the point at which the household goods warehousemen of the American Warehousemen's Association decided to start the table, at their White Sulphur Springs convention last December; and it was agreed upon also by the Central Warehousemen's Club at San Antonio.

Pile Height

"Column No. 6 is the pile height. In this, as you may see, we have taken 10 feet as a maximum for goods piled in 12-foot depths and 7-foot depths also, and then for the depths less than that we have piled the lot of goods lower; we have not used the 10 feet. The reason for that is that a small amount of cubic feet cannot be piled to the ceiling practically. It would have to be piled to a lower height in order to stay there by itself, in the first place; and it is a lot too hard to handle when you don't have enough cubic feet.

"Column No. 7 represents the pile loss chargeable for the loss in pile height. By that is meant that if you pile a lot only 6 feet high the additional space above that lot should be paid for by the lot of goods. That, I think, does not need any more explanation, if you can just visualize a little in the warehouse that, as to that space above the lot, you cannot pile anything on it.

Small Volume Charge

"Column No. 8 is a small volume charge that we have taken arbitrarily to take care of the increased cost per cubic foot in clerical work and paper work used in taking an order and handling an order—a small order, in comparison with a large order. We did figure that a base lot would be taken at the minimum cost; and as to a smaller lot, when the order is taken and after, it costs you a little bit more per cubic foot to take care of it in the office. We have added that as just an arbitrary charge. We have taken it to make the table balance a little better.

"Column No. 9 shows the total percentage charge. That is the sum total of all the charges, such as the aisle charge, the height charge and the small volume charge.

"Column No. 10 is the rates per cubic foot of these illustrated lots. As I said a while ago, the base lot takes a rate of 1 cent per cubic foot. Due to the losses that are shown on the diagram the second lot requires a rate of 1.1 and the lots above that rates according to this schedule 10 to pay their additional costs. The idea of the table is to make a gross area of a warehouse that has household goods in it bring the same amount of revenue, regardless of the different sized lots that you have in the warehouse. For example, if you would have a floor of 120 cubic foot lots, you want to get the same amount of money for that floor of lots as if you would have a floor containing lots of 720 cubic feet.

"The loss that we have taken into consideration is direct pile loss, height loss and this small volume charge. That is expected when we figure the earnings for

1 Aisle % Chg.	2 Width Pile Width	3 Depth	4	5 Cubic Feet	6	7 Height loss %	8 Small Vol Chg	9 Total % Chg	10 Rate cu.ft.
116	12'	3'	20		5'	100	35	251	.033
83	21'	3'	50		6'	66	30	179	.026
80	3'	80			7'	42	25	147	.023
56	31'	140			8'	25	20	101	.018
41	4'	220			9'	11	15	67	.015
32	41'	320			10'		10	42	.012
25	5'	450					5	30	.011
18	6'	720						18	.01

Exhibit A
expounds the principle upon which the table is based

No. 1—Represents the aisle space used in per cent of the cubic space occupied by the illustrated lot of goods.

No. 2—Width of aisle is $4\frac{1}{2}$ feet and $3\frac{1}{2}$ feet. Each lot of goods is charged with $\frac{1}{2}$ the aisle directly in front of it.

No. 3—Represents the average proportionate width to which goods should be piled in the respective depths.

No. 4—Represents the depth of the pile.

No. 5—Represents the amount of cubic feet of goods that should be piled in the respective depths, to attain the greatest efficiency. The lot 12 feet deep or 720 cubic feet is the Base.

No. 6—The height we find that average goods will pile, establishing 10 feet as the maximum.

No. 7—Represents the per cent chargeable for loss in pile height.

No. 8—An arbitrary charge for small volume on small lots to make up for the increased cost of clerical work, etc., in comparison with that on the base lot.

No. 9—Total per cent of added cost chargeable to each illustrated lot.

No. 10—Rates per cubic foot as applied to each illustrated lot. The difference in rates per cubic foot between the large and the smaller lots is to care for the greater cost, and thus enable equal floor areas to net the same revenue regardless of lot sizes (small volume charge excepted).

a floor, because that is to pay for the additional work—the additional cost of handling the order from a clerical point of view.

"From this table [Exhibit A] we have compiled—or from this illustration we have compiled a table [Exhibit B] and taken the base lots as illustrated [Ex-

hibit B]—to establish the basing points in our base column of the table [Exhibit B]. The base column is based on a lot of 720 cubic feet at the rate of 1 cent per cubic foot.

"If you will follow down the 'cubic foot' column [first column in Exhibit B] to 720 and then horizontally to the base

Cu. ft	.005	.006	.007	.008	.009	Base .01	.011	.012	.013	.014	.015	.016	.017	.018	.019	.020
20	.35	.40	.45	.50	.60	.65	.70	.80	.85	.90	1.00	1.05	1.10	1.15	1.20	1.30
25	.40	.45	.55	.60	.70	.75	.85	.90	1.00	1.05	1.15	1.20	1.25	1.35	1.40	1.50
30	.45	.50	.60	.70	.75	.85	.95	1.00	1.10	1.20	1.30	1.35	1.45	1.55	1.60	1.70
35	.50	.55	.65	.75	.85	.95	1.05	1.10	1.25	1.35	1.45	1.50	1.60	1.70	1.80	1.90
40	.55	.60	.75	.85	.95	1.05	1.15	1.25	1.35	1.45	1.55	1.70	1.80	1.90	2.00	2.10
45	.60	.70	.85	.95	1.10	1.20	1.30	1.45	1.55	1.70	1.80	1.90	2.05	2.15	2.30	2.40
50	.65	.75	.90	1.05	1.15	1.30	1.45	1.60	1.70	1.80	1.95	2.10	2.20	2.35	2.45	2.60
55	.70	.80	.95	1.10	1.25	1.40	1.55	1.70	1.80	1.95	2.10	2.25	2.40	2.50	2.65	2.80
60	.75	.85	1.05	1.20	1.35	1.50	1.65	1.80	1.95	2.10	2.25	2.40	2.55	2.70	2.85	3.00
65	.80	.90	1.10	1.25	1.45	1.60	1.75	1.90	2.10	2.25	2.40	2.55	2.70	2.90	3.05	3.20
70	.85	.95	1.15	1.35	1.55	1.70	1.85	2.05	2.20	2.40	2.55	2.70	2.90	3.05	3.25	3.40
75	.90	1.00	1.20	1.40	1.60	1.80	2.00	2.15	2.35	2.50	2.65	2.80	3.00	3.15	3.35	3.55
80	.90	1.05	1.25	1.45	1.65	1.85	2.05	2.20	2.40	2.60	2.80	2.95	3.15	3.35	3.50	3.70
85	.95	1.10	1.30	1.50	1.70	1.90	2.10	2.30	2.45	2.65	2.85	3.05	3.25	3.40	3.60	3.80
90	.95	1.15	1.35	1.55	1.75	1.95	2.15	2.35	2.55	2.75	2.95	3.10	3.30	3.50	3.70	3.90
95	1.00	1.20	1.40	1.60	1.80	2.00	2.20	2.40	2.60	2.80	3.00	3.20	3.40	3.60	3.80	4.00
100	1.05	1.25	1.50	1.70	1.90	2.10	2.30	2.50	2.75	2.95	3.15	3.35	3.55	3.80	4.00	4.20
110	1.10	1.30	1.55	1.75	2.00	2.25	2.40	2.65	2.85	3.10	3.30	3.50	3.75	3.95	4.20	4.40
120	1.15	1.35	1.60	1.85	2.05	2.30	2.50	2.75	2.90	3.20	3.45	3.70	3.90	4.15	4.35	4.60
130	1.20	1.40	1.70	1.90	2.15	2.40	2.65	2.90	3.10	3.35	3.60	3.85	4.10	4.30	4.55	4.80
140	1.25	1.45	1.75	2.00	2.25	2.50	2.75	3.00	3.25	3.50	3.75	4.00	4.25	4.50	4.75	5.00
150	1.25	1.50	1.80	2.10	2.35	2.60	2.85	3.10	3.40	3.63	3.90	4.15	4.40	4.70	4.95	5.20
160	1.30	1.55	1.90	2.15	2.45	2.70	2.95	3.25	3.50	3.80	4.05	4.30	4.60	4.85	5.15	5.40
170	1.35	1.60	1.95	2.25	2.50	2.80	3.10	3.35	3.65	3.90	4.20	4.50	4.75	5.05	5.30	5.60
180	1.40	1.65	2.00	2.30	2.60	2.90	3.20	3.50	3.75	4.05	4.35	4.65	4.95	5.20	5.50	5.70
190	1.45	1.70	2.10	2.40	2.70	3.00	3.30	3.60	3.90	4.20	4.50	4.80	5.10	5.40	5.65	5.95
200	1.50	1.75	2.15	2.45	2.80	3.10	3.40	3.70	4.05	4.35	4.65	4.95	5.25	5.55	5.80	6.10
210	1.55	1.80	2.25	2.55	2.90	3.20	3.50	3.85	4.15	4.50	4.80	5.10	5.45	5.75	6.10	6.40
220	1.55	1.85	2.30	2.60	2.95	3.30	3.60	3.95	4.30	4.60	4.95	5.30	5.60	5.95	6.25	6.55
230	1.60	1.90	2.35	2.65	3.00	3.35	3.70	4.00	4.35	4.70	5.00	5.35	5.70	6.05	6.35	6.70
240	1.65	1.95	2.40	2.70	3.05	3.40	3.75	4.10	4.40	4.75	5.10	5.45	5.80	6.10	6.45	6.80
250	1.65	2.00	2.45	2.75	3.10	3.45	3.80	4.15	4.50	4.85	5.20	5.50	5.85	6.20	6.55	6.90
260	1.70	2.05	2.50	2.80	3.15	3.50	3.85	4.20	4.55	4.90	5.25	5.60	5.95	6.30	6.65	7.00
270	1.70	2.10	2.55	2.85	3.20	3.55	3.90	4.25	4.60	4.90	5.35	5.70	6.00	6.40	6.75	7.10
280	1.75	2.15	2.60	2.90	3.25	3.60	3.95	4.30	4.70	5.05	5.40	5.75	6.10	6.50	6.85	7.20
290	1.80	2.20	2.65	2.95	3.30	3.65	4.00	4.35	4.75	5.10	5.45	5.80	6.15	6.55	6.90	7.25
300	1.85	2.25	2.70	3.00	3.35	3.70	4.05	4.40	4.80	5.15	5.50	5.85	6.20	6.60	6.95	7.30
310	1.90	2.30	2.75	3.05	3.40	3.75	4.15	4.50	4.90	5.25	5.65	6.00	6.40	6.75	7.10	7.50
320	1.95	2.35	2.80	3.10	3.45	3.85	4.25	4.60	5.00	5.40	5.80	6.15	6.55	6.95	7.30	7.80
330	2.00	2.40	2.85	3.15	3.55	3.95	4.35	4.75	5.15	5.55	5.95	6.30	6.70	7.10	7.50	7.90
340	2.05	2.45	2.90	3.25	3.60	4.05	4.50	4.90	5.30	5.75	6.15	6.50	6.95	7.35	7.75	8.15
350	2.10	2.50	2.95	3.35	3.70	4.15	4.60	5.00	5.45	5.90	6.30	6.70	7.15	7.55	8.00	8.40
360	2.15	2.55	3.00	3.40	3.80	4.25	4.70	5.10	5.55	5.95	6.40	6.80	7.25	7.65	8.10	8.50
370	2.20	2.60	3.05	3.50	3.90	4.35	4.80	5.20	5.65	6.10	6.55	6.95	7.40	7.85	8.25	8.65
380	2.25	2.65	3.10	3.55	4.00	4.45	4.90	5.35	5.75	6.25	6.70	7.10	7.55	8.00	8.45	8.90
390	2.30	2.70	3.15	3.60	4.10	4.55	5.00	5.45	5.85	6.30	6.80	7.20	7.65	8.10	8.55	9.00
400	2.35	2.75	3.25	3.70	4.20	4.65	5.15	5.60	6.05	6.50	7.00	7.45	7.90	8.35	8.85	9.30
420	2.40	2.85	3.35	3.80	4.30	4.80	5.30	5.75	6.25	6.70	7.20	7.70	8.15	8.65	9.10	9.60
440	2.45	2.95	3.40	3.90	4.40	4.90	5.40	5.90	6.35	6.85	7.35	7.85	8.35	8.80	9.30	9.80
460	2.50	3.00	3.50	4.00	4.50	5.00	5.55	6.00	6.50	7.00	7.50	8.00	8.50	9.00	9.50	10.00
480	2.60	3.10	3.65	4.15	4.70	5.20	5.70	6.25	6.75	7.30	7.80	8.30	8.85	9.35	9.90	10.40
500	2.70	3.25	3.75	4.30	4.85	5.40	5.95	6.50	7.00	7.55	8.10	8.65	9.20	9.75	10.25	10.80
520	2.80	3.35	3.95	4.50	5.05	5.60	6.15	6.70	7.30	7.85	8.40	8.95	9.50	10.10	10.65	11.20
540	2.90	3.45	4.05	4.60	5.20	5.75	6.35	6.90	7.50	8.05	8.65	9.20	9.80	10.35	10.95	11.50
560	2.95	3.55	4.15	4.70	5.30	5.90	6.50	7.10	7.65	8.25	8.85	9.45	10.05	10.60	11.20	11.80
580	3.00	3.65	4.25	4.80	5.40	6.00	6.60	7.30	7.80	8.40	9.00	9.60	10.20	10.80	11.40	12.00
600	3.10	3.70	4.35	4.95	5.60	6.20	6.80	7.45	8.05	8.70	9.30	9.90	10.55	11.15	11.80	12.40
620	3.20	3.85	4.50	5.10	5.75	6.35	7.00	7.65	8.30	8.95	9.60	10.25	10.90	11.50	12.15	12.80
640	3.30	3.95	4.60	5.25	5.90	6.50	7.20	7.85	8.50	9.15	9.85	10.50	11.15	11.80	12.45	13.10
660	3.40	4.00	4.70	5.35	6.05	6.65	7.35	8.05	8.70	9.40	10.05	10.70	11.40	12.05	12.75	13.40
680	3.50	4.10	4.80	5.40	6.15	6.85	7.55	8.20	8.90	9.60	10.30	10.95	11.65	12.35	13.00	13.70
700	3.60	4.20	4.90	5.55	6.30	7.05	7.70	8.40	9.10	9.80	10.50	11.15	11.85	12.55	13.20	13.90
720	3.70	4.30	5.05	5.75	6.50	7.20	7.90	8.65	9.35	10.05	10.75	11.50	12.20	12.90	13.60	14.30
740	3.80	4.45	5.20	5.90	6.65	7.40	8.15	8.90	9.60	10.35	11.10	11.85	12.60	13.35	14.05	14.80

Exhibit B

Exhibit B is used in a similar manner to an interest table. Cubic feet beginning with 20 as a minimum are added, graduated in steps of 5, 10 and 20, respectively, up to 2000.

In the Base class the rate for each illustrated lot is taken from the findings of Exhibit A (shown on page 19). The base of the table is 720 cubic feet, its rate is 1c. per cubic foot; 20 cubic feet, .033c. per cubic foot; 50 cubic feet, .026c. per cubic foot, etc. Between the steps splits are made, and in this manner every lot is rated on its own merits.

The other classes are all 10%, 20%, 30%, etc. from the base, either below or above.

(Explanation concluded on opposite page)

column you will see that the rate of \$7.20. "Now the next step above that [i. e., in Exhibit A] would be 450 cubic feet at the rate of 1.1 cent per cubic foot. It so happens that this table [Exhibit B] does not include 450 cubic feet, but it would be a split between 440 and 460, and by dividing \$4.95 by 450 cubic feet you will find that the rate is 1.1 cent. "The next step above [i. e., in Exhibit

A] is 320 cubic feet 1.2 cent per cubic foot. And so on down the table [Exhibit A] until you get to the rate for 20 cubic feet. This, you will see, is 3.3 cents per cubic foot or [see base column in Exhibit B] 65 cents.

"Between these points, or between these bases of illustrated lots, splits are made. For example, if you would multiply 55 cubic feet by 2.6 cents per cubic

foot, and then multiply 70 by that, your rate would be all out of proportion, so you have to split between the basing points to have a gradually increasing table. We have paid no attention to nickels and have made the splits so that the table would graduate quite proportionately.

"In cities where the warehousemen want to earn 1.5 per cubic foot they

Cu. ft.	.005	.006	.007	.008	.009	Base .01	.011	.012	.013	.014	.015	.016	.017	.018	.019	.020
760	3.90	4.55	5.30	6.10	6.85	7.60	8.35	9.10	9.90	10.65	11.40	12.15	12.90	13.70	14.45	15.20
780	3.95	4.65	5.45	6.25	7.00	7.80	8.60	9.35	10.15	10.90	11.70	12.50	13.25	14.05	14.80	15.60
800	4.00	4.80	5.60	6.40	7.20	8.00	8.80	9.60	10.40	11.20	12.00	12.80	13.60	14.40	15.20	16.00
820	4.10	4.90	5.75	6.55	7.40	8.20	9.00	9.85	10.65	11.50	12.30	13.10	13.95	14.75	15.60	16.40
840	4.20	5.05	5.90	6.70	7.55	8.40	9.25	10.10	10.90	11.75	12.60	13.45	14.30	15.15	15.95	16.80
860	4.30	5.15	6.00	6.90	7.75	8.60	9.45	10.30	11.20	12.00	12.90	13.75	14.60	15.45	16.35	17.20
880	4.40	5.30	6.15	7.05	7.90	8.80	9.70	10.55	11.45	12.30	13.20	14.10	14.95	15.85	16.70	17.60
900	4.50	5.45	6.30	7.20	8.10	9.00	9.90	10.80	11.70	12.60	13.50	14.40	15.30	16.20	17.10	18.00
920	4.60	5.50	6.45	7.35	8.30	9.20	10.10	11.05	11.95	12.90	13.80	14.70	15.65	16.55	17.50	18.40
940	4.70	5.65	6.60	7.50	8.45	9.40	10.35	11.30	12.20	13.15	14.10	15.05	16.00	16.95	17.85	18.80
960	4.80	5.75	6.70	7.70	8.65	9.60	10.55	11.50	12.50	13.45	14.40	15.35	16.30	17.30	18.25	19.20
980	4.90	5.90	6.85	7.85	8.80	9.80	10.80	11.75	12.75	13.70	14.70	15.70	16.65	17.65	18.60	19.60
1000	5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00
1020	5.10	6.10	7.15	8.15	9.20	10.20	11.20	12.25	13.25	14.30	15.30	16.30	17.35	18.35	19.40	20.40
1040	5.20	6.25	7.30	8.30	9.35	10.40	11.45	12.50	13.50	14.55	15.60	16.65	17.70	18.70	19.75	20.80
1060	5.30	6.35	7.40	8.50	9.55	10.60	11.65	12.70	13.80	14.85	15.90	16.95	18.00	19.05	20.15	21.20
1080	5.40	6.50	7.55	8.65	9.70	10.80	11.90	12.95	14.05	15.10	16.20	17.30	18.35	19.45	20.50	21.60
1100	5.50	6.60	7.70	8.80	9.90	11.00	12.10	13.20	14.30	15.40	16.50	17.60	18.70	19.80	20.90	22.00
1120	5.60	6.70	7.85	8.95	10.10	11.20	12.30	13.45	14.55	15.70	16.80	17.90	19.05	20.15	21.30	22.40
1140	5.70	6.85	8.00	9.10	10.25	11.40	12.55	13.70	14.80	15.95	17.10	18.25	19.40	20.50	21.65	22.80
1160	5.80	6.95	8.10	9.30	10.45	11.60	12.75	13.90	15.10	16.25	17.40	18.55	19.70	20.85	22.05	23.20
1180	5.90	7.10	8.25	9.45	10.60	11.80	13.00	14.15	15.35	16.50	17.70	18.90	20.05	21.25	22.40	23.60
1200	6.00	7.20	8.40	9.60	10.80	12.00	13.20	14.40	15.60	16.80	18.00	19.20	20.40	21.60	22.80	24.00
1220	6.10	7.30	8.55	9.75	11.00	12.20	13.40	14.65	15.85	17.10	18.30	19.50	20.75	21.95	23.20	24.40
1240	6.20	7.45	8.70	9.90	11.15	12.40	13.65	14.90	16.10	17.35	18.60	19.85	21.10	22.30	23.55	24.80
1260	6.30	7.55	8.80	10.10	11.35	12.60	13.85	15.10	16.40	17.65	18.90	20.15	21.40	22.70	23.95	25.20
1280	6.40	7.70	8.95	10.25	11.50	12.80	14.10	15.35	16.65	17.90	19.20	20.50	21.75	23.05	24.30	25.60
1300	6.50	7.80	9.10	10.40	11.70	13.00	14.30	15.60	16.90	18.20	19.50	20.80	22.10	23.40	24.70	26.00
1320	6.60	7.90	9.25	10.55	11.90	13.20	14.50	15.85	17.15	18.50	19.80	21.10	22.45	23.75	25.10	26.40
1340	6.70	8.05	9.40	10.70	12.05	13.40	14.75	16.10	17.40	18.75	20.10	21.45	22.80	24.10	25.45	26.80
1360	6.80	8.15	9.50	10.90	12.25	13.60	14.95	16.30	17.70	19.05	20.40	21.75	23.10	24.50	25.85	27.20
1380	6.90	8.30	9.65	11.05	12.40	13.80	15.20	16.55	17.95	19.30	20.70	22.10	23.45	24.85	26.20	27.60
1400	7.00	8.40	9.80	11.20	12.60	14.00	15.40	16.80	18.20	19.60	21.00	22.40	23.80	25.20	26.60	28.00
1420	7.10	8.50	9.95	11.35	12.80	14.20	15.60	17.05	18.45	19.90	21.30	22.70	24.15	25.55	27.00	28.40
1440	7.20	8.65	10.10	11.50	12.95	14.40	15.85	17.30	18.70	20.15	21.60	23.05	24.50	25.90	27.35	28.80
1460	7.30	8.75	10.20	11.70	13.15	14.60	16.05	17.50	19.00	20.45	21.90	23.35	24.80	26.30	27.75	29.20
1480	7.40	8.90	10.35	11.85	13.30	14.80	16.30	17.75	19.25	20.70	22.20	23.70	25.15	26.65	28.10	29.60
1500	7.50	9.00	10.50	12.00	13.50	15.00	16.50	18.00	19.50	21.00	22.50	24.00	25.50	27.00	28.50	30.00
1520	7.60	9.10	10.65	12.15	13.70	15.20	16.70	18.25	19.75	21.30	22.80	24.30	25.85	27.35	28.90	30.40
1540	7.70	9.25	10.80	12.30	13.85	15.40	16.95	18.50	20.00	21.55	23.10	24.65	26.20	27.70	29.25	30.80
1560	7.80	9.35	10.90	12.50	14.05	15.60	17.15	18.70	20.30	21.85	23.40	24.95	26.50	28.10	29.65	31.20
1580	7.90	9.50	11.05	12.65	14.20	15.80	17.40	18.95	20.55	22.10	23.70	25.30	26.85	28.45	30.00	31.60
1600	8.00	9.60	11.20	12.80	14.40	16.00	17.60	19.20	20.80	22.40	24.00	25.60	27.20	28.80	30.40	32.00
1620	8.10	9.70	11.35	12.95	14.60	16.20	17.80	19.45	21.05	22.70	24.30	25.90	27.55	29.15	30.80	32.40
1640	8.20	9.85	11.50	13.10	14.75	16.40	18.05	19.70	21.20	22.95	24.60	26.25	27.90	29.50	31.15	32.80
1660	8.30	9.95	11.60	13.30	14.95	16.60	18.25	19.90	21.60	23.25	24.90	26.55	28.20	29.90	31.55	33.20
1680	8.40	10.10	11.75	13.45	15.10	16.80	18.50	20.15	21.85	23.50	25.20	26.90	28.55	30.25	31.90	33.60
1700	8.50	10.20	11.90	13.60	15.30	17.00	18.70	20.40	22.10	23.80	25.50	27.20	28.90	30.60	32.30	34.00
1720	8.60	10.30	12.05	13.75	15.50	17.20	18.90	20.65	22.35	24.10	25.80	27.50	29.25	30.95	32.70	34.40
1740	8.70	10.45	12.20	13.90	15.65	17.40	19.15	20.90	22.60	24.35	26.10	27.85	29.60	31.30	33.05	34.80
1760	8.80	10.55	12.30	14.10	15.85	17.60	19.35	21.10	22.90	24.65	26.40	28.15	29.90	31.70	33.45	35.2
1780	8.90	10.70	12.45	14.25	16.00	17.80	19.60	21.35	23.15	24.90	26.70	28.50	30.25	32.05	33.80	35.60
1800	9.00	10.80	12.60	14.40	16.20	18.00	19.80	21.60	23.40	25.20	27.00	28.80	30.60	32.40	34.20	36.00
1820	9.10	10.90	12.75	14.55	16.40	18.20	20.00	21.85	23.65	25.50	27.30	29.10	30.95	32.75	34.60	36.40
1840	9.20	11.05	12.90	14.70	16.55	18.40	20.25	22.10	23.90	25.75	27.60	29.45	31.30	33.10	34.95	36.80
1860	9.30	11.15	13.00	14.90	16.75	18.60	20.45	22.30	24.15	26.05	27.90	29.75	31.60	33.50	35.35	37.20
1880	9.40	11.30	13.15	15.05	16.90	18.80	20.70	22.55	24.45	26.30	28.20	30.10	31.95	33.85	35.70	37.60
1900	9.50	11.40	13.30	15.20	17.10	19.00	20.90	22.80	24.70	26.60	28.50	30.40	32.30	34.20	36.10	38.00
1920	9.60	11.50	13.45	15.35	17.30	19.20	21.10	23.05	24.95	26.90	28.80	30.70	32.65	34.55	36.50	38.40
1940	9.70	11.65	13.60	15.50	17.45	19.40	21.35	23.30	25.20	27.15	29.10	31.05	33.00	34.90	36.85	38.80
1960	9.80	11.75	13.70	15.70	17.65	19.60	21.55	23.50	25.50	27.45	29.40	31.35	33.30	35.30	37.25	39.20
1980	9.90	11.90	13.85	15.85	17.80	19.80	21.80	23.75	25.75	27.70	29.70	31.70	33.65	35.65	37.60	39.60
2000	10.00	12.00	14.00	16.00	18.00	20.00	22.00	24.00	26.00	28.00	30.00	32.00	34.00	36.00	38.00	40.00

Exhibit B
(Explanation concluded from opposite page)

The heading of each class gives the earning power of that class. From these headings one must choose the class under which one wishes to operate.

How to use the table: Assuming now that one wishes to earn 1c. per cubic foot; to find the rate on a lot of 313 cubic feet, we follow down the cubic foot column until we reach 320, then horizontal to the 1c. class, we see the rate is \$3.85. Next lot 795 cubic feet would be \$8.00. Likewise, if one wishes to earn 1½c. per cubic foot, 313 cubic feet would be \$5.80 and 795 cubic feet \$12.00.

To illustrate the use of the table: We are working, for example, under the 1 cent per cubic foot. A man brings in a lot of goods that contains 313 cubic feet. If you will follow down the cubic feet column [in Exhibit B] until you get to 1.5 is \$5.80.

"The classes that you can choose to

operate under at 10, 20, 30, 40, 50 and 60 per cent. from the base, which is 1 cent per cubic foot for 720 cubic feet. Each individual should choose the class that he wishes to operate under, because overhead costs vary in different sections of the country, as well as waste space.

"The table endeavors to show how different classes are arrived at. We have figured out on a supplemental floor con-

taining 60,000 cubic feet; we have figured out the revenue that would be obtained should each floor be entirely filled with one-sized lots of goods; and we have found that the entire tables work out approximately each amount of cubic feet, and this rate brings the same amount of

revenue for the floor. That is, if we would have six or seven floors, and we would pile small lots on the first floor to fill it up, the next sized lots on the next floor, and so, each floor would bring approximately the same amount of revenue; and we have figured that on a

hypothetical basis of 60,000 cubic feet, and we have found that it does not vary more than \$30 or \$40 a floor. The reason for the variance is loss in aisle space where there are corners. That is something to be considered in determining the difficulties under which you operate."

"Warehousing Has Become a Science To-Day"

—William J. Hogan, President, Ninth Street Terminal Warehouse Co., Cleveland

RESULTS of a special study of business conditions with respect to the growing need for warehousing and increased distribution facilities have been made public by William J. Hogan, president of the Ninth Street Terminal Warehouse Co., of Cleveland.

"As the country grows," to quote Mr. Hogan, "its natural resources become more thoroughly developed and the population and business of our cities increase, the problems of distribution become greater and more complex. Seasonal accumulations of raw products and finished goods must be spread over the entire period of consumption. The products of one portion of the country must be made available for all other sections. In these problems the storage warehouse industry is playing an ever-increasing part.

"There ever will be a close tie between the banker and storage warehouseman; the former as the custodian of funds of others and the latter as the custodian of goods. Each must jealously protect his reputation for honesty and integrity. Goods deposited with the warehouseman must in many cases be financed through the medium of warehouse receipts as collateral. It is therefore very essential that the banker, as well as the owner of the goods, know that the warehouse in which the goods are stored is a safe place and that the operating company is financially responsible.

"Warehousing has become a science to-day. When our forefathers first came, products were traded between each other as their demands needed. As time went on and the population increased, a surplus was created in various lines and these were stored in cellars, barns, or other available places. The heat and rain in the summer and the freezing temperatures in the winter caused tremendous losses and brought much worry to the owners of the stocks of goods. With the amount of supplies constantly increasing, recourse finally was had to the warehouse. It soon became apparent that it required more than a mere building to house various products. The heat and cold caused enormous losses and so after years of experimenting a way was found to preserve a more even temperature the year round, which resulted in the building of a cold storage plant. The business of warehousing has grown so rapidly that it has become necessary to separate it into various divisions, namely:

1. Cold storage for food products affected by heat and cold, such as meats, eggs, poultry, butter, etc.

2. General storage for food products not so affected such as canned goods, dried fruits, oils, sugar, etc.

3. Storage for furniture and fixtures.

4. Implement warehouses for implements, safes, farm machinery, etc.

5. Bonded warehouses for import and export goods.

6. Grain elevators for the storage of grains and the cleaning of them.

FALL CONVENTION OF N. F. W. A.

WHERE will the next convention of the National Furniture Warehousemen's Association be held? Catalina Island, California?

Pacific Coast members of the National have extended an invitation for the meeting to be held there next January. The bid was voiced at the National's Lake of Bays convention by E. B. Gould, president of the Pacific Coast Furniture Warehousemen's Association, a director of the National, and secretary and manager of the Pioneer Truck Co., San Diego.

F. L. Bateman, Chicago, president of the Trans-Continental Freight Co., moved it be the sense of the convention that Catalina Island be favorably considered by the directors, who have the final say. On a standing vote the motion was adopted by 53 to 19, a number of the delegates not signifying a choice.

"We now produce more than we consume. We have expanded to such an extent that we are turning to foreign markets to keep our large factories going at full force. The manufacturer and wholesalers must put away his surplus during times of greater production to be used in times of scant or no production, and also to await the demand of his growing clientele in foreign countries.

"When a community reaches a certain size it requires warehouse facilities and if it fails to provide them, it must look somewhere else for such accommodations, and the community is a direct loser thereby. This always means an increase in the cost of products so stored away.

"But the community has come to look upon the warehouse as a necessity and it is estimated that approximately forty billion dollars' worth of merchandise were stored in warehouses last year. As we delve into figures we can see that the warehouse has not reached its greatest usefulness and that it is still to develop greatly. The United States has a population of 110,000,000 scattered over an area of two billion acres. This is divided into seven million farms at a value of forty billions of dollars. Of the vast acreage only about one-fourth is improved farm lands, but notwithstanding we produce about twenty-seven billion dollars' worth of food every year.

"There is food for thought for the warehouseman in the deflection of what would happen when all of the tillable land in the United States is under cultivation. The warehouse will become an even greater necessity as the years pass.

"To-day the modern terminal is more than a warehouse; it is the vital link between the producer and the consumer. Excessive costs of building, inequitable taxation, labor troubles and wage annoyances in loading, unloading and checking cars, have brought the wide-awake merchant to realize that too much of his time and money was being consumed in handling his product and too little devoted to the selling end, therefore he is now turning his entire product over to responsible warehousemen.

"He rents an office and possibly some stock room in the terminal building where he is constantly in touch with his representatives and where he can see and show the buyer his goods at any time and he has become able to devote all his time and money to the buying of and selling end of his business exclusively."

Wannareadajoke?

A punster in *Life* presents the following definition of business efficiency:

"The ability of a transfer company to get \$25 an hour out of a tenant who is moving because the landlord can't get \$25 a month out of him."

Survey of Cold Storage Holdings

Is One Feature of "Survey of Business Conditions"
Issued by Department of Commerce

WASHINGTON, Aug. 8.—The United States Department of Commerce to-day began issuing monthly supplements to its *Commerce Reports*. Entitled "Survey of Current Business," the first supplement has been printed in a limited edition "for distribution to such persons and institutions as may give us helpful and constructive criticism and suggestions," Mr. Hoover explains. He adds:

"We expect to include in future issues a summary table on the more important data and hope to make use of graphs and diagrams. Some of the subjects concerned will be reduced and the data on domestic distribution, production and foreign movements will be increased."

In the belief that the information as issued monthly will in some measure assist in the enlargement of business judgment, the introduction to the supplement emphasizes:

"In computing the relative figures, the attempt has been made to use the average of the last pre-war year, 1913, as a base equal to 100. In many instances the basic statistics do not go back to the pre-war years and, in such cases, averages for the year 1919 have been taken as a base. In a few cases still other base years have been used for special reasons. These facts, together with the source of the basic data, are indicated in the several tables. Certain commodity movements, such as . . . cold storage holdings, etc., are very seasonal in character. In calculating the index numbers no allowance has been made for this, since it was thought better to let this fact show in the relative figures themselves."

In the figures on cold storage holdings, as supplied by the Bureau of Markets of the Department of Agriculture, the 1919 monthly average is used as the base equal to 100, and the cold storage survey presents two comparisons of interest to the warehouse industry (shown in adjoining columns).

Two tables shown under transportation include index numbers and numerical data on less than carload shipments of merchandise as supplied by the Interstate Commerce Commission.

In the index numbers table the 1913 quarterly average is used as a base equal to 100, and the following is presented:

1913 quarterly average.....	100
1914 quarterly average.....	92
1915 quarterly average.....	88
1916 quarterly average.....	117
1917 quarterly average.....	122
1918 quarterly average.....	120
1919 quarterly average.....	110
1920 quarterly average.....	59
1920	
March	60
June	59
October	64
December	52
1921	
March	42
June	—

Year and Month	Creamery Butter	Case Eggs	American Cheese	Beef Products	Pork Products	Lamb and Mutton	Apples
1916 monthly average.....	78	76	65	47	67	40	106
1917 monthly average.....	81	84	108	78	70	53	91
1918 monthly average.....	76	85	108	108	95	66	108
1919 monthly average.....	100	100	100	100	100	100	100
1920 monthly average.....	89	82	101	70	97	183	227
1920							
January	81	28	137	124	72	122	319
February	58	8	112	120	96	93	318
March	34	7	87	108	111	69	182
April	19	3	60	97	121	42	85
May	11	52	44	84	121	31	46
June	19	126	35	65	122	68	12
July	79	165	76	51	129	51	...
August	153	168	132	42	123	27	...
September	174	156	155	37	107	131	...
October	170	130	141	33	80	301	...
November	153	94	125	37	57	582	240
December	120	45	103	42	30	674	389
1921							
January	88	10	88	54	38	810	368
February	62	8	64	55	50	928	294
March	41	1	45	56	67	705	208
April	22	47	37	53	73	458	126
May	11	120	34	51	108	298	65
June	33	167	46	46	83	189	26
July	93	185	89	40	110	104	...

Numerical Data

(000 omitted from each column)

Year and Month	Creamery Butter Pounds	Case Eggs Cases Pounds	American Cheese Pounds	Beef Products Pounds	Pork Products Pounds	Lamb and Mutton Pounds	Apples Barrels
1916 monthly average.....	51,825	3,118	25,385	112,462	609,290	3,383	1,839
1917 monthly average.....	53,624	3,427	42,082	186,647	638,684	4,477	1,587
1918 monthly average.....	50,205	3,495	41,955	258,167	856,059	5,580	1,865
1919 monthly average.....	66,514	4,088	38,829	240,140	912,053	8,413	1,735
1920 monthly average.....	59,341	3,255	39,148	168,108	888,375	15,362	3,946
1920							
January	53,737	1,542	53,168	298,864	660,252	10,290	5,529
February	38,359	342	43,631	288,752	874,412	7,787	5,524
March	22,568	29	34,039	260,146	1,015,325	5,781	3,162
April	12,555	122	23,431	231,937	1,101,632	3,517	1,479
May	7,554	2,135	16,963	200,788	1,102,525	2,579	806
June	12,872	5,143	13,502	157,271	1,111,644	5,735	213
July	52,526	6,747	29,654	121,652	1,175,770	4,310	...
August	101,455	6,872	51,512	101,086	1,124,558	2,299	...
September	115,558	6,372	60,376	89,721	977,785	11,021	...
October	113,385	5,295	55,007	78,055	725,699	25,324	...
November	101,778	3,838	48,566	89,015	520,127	48,997	4,162
December	79,750	1,824	39,921	100,006	270,757	56,702	6,748
1921							
January	58,753	409	34,186	130,775	343,630	68,113	6,384
February	41,486	34	25,000	131,500	460,502	78,082	5,104
March	27,103	43	17,477	135,014	613,421	59,304	3,612
April	14,732	1,926	14,294	127,638	667,291	38,519	2,187
May	7,494	4,918	13,414	122,100	952,056	25,085	1,125
June	21,682	6,844	17,814	109,553	983,379	15,877	445
July	62,168	7,550	34,714	96,549	983,379	8,719	...

Figures on cold storage holdings supplied by the Bureau of Markets of the Department of Agriculture to the Department of Commerce and issued by Secretary Hoover in his first "Survey of Business Conditions." Question: Will similar statistics on stocks in merchandise warehouses be given to American business some day as a feature of this monthly review of conditions? Now turn to the editorial beginning on page 30

In the numerical data table the 1913 quarterly average, 38,223,000 tons, is used as the base, and the following is presented:

The supplement contains twenty tables, covering banking and finance, prices, cost of living, earnings and employment, retail movement, transportation, foreign trade movement, crop production, movement of farm products, live stock movement, foodstuff movement, sugar, milk and tobacco, building statistics, metals and metal products, fuel and power, textiles, active textile machinery, paper and rubber, automobile tires and tubes, and leather products. Some of the tables are based on information from Government sources and some on data supplied from commercial and trade sources.

1913 quarterly average.....	38,223,000
1914 quarterly average.....	35,233,000
1915 quarterly average.....	33,720,000
1916 quarterly average.....	44,873,000
1917 quarterly average.....	46,562,000
1918 quarterly average.....	46,003,000
1919 quarterly average.....	42,154,000
1920 quarterly average.....	22,413,000
1920	
March	22,925,000
June	22,606,000
October	24,275,000
December	19,847,000
1921	
March	15,863,000
June	—

The Traffic Department

Its Service to Industry

By P. A. PHILLIPS

Traffic Manager, Turner Construction Co., New York

A FEW years ago executive officers of many corporations shipping and receiving freight did not concern themselves with the Traffic Department. Other concerns passively maintained and tolerated such organizations, regarding them, however, as technical and largely unnecessary. They did not care to be bothered with monotonous details, and hence were not sufficiently interested to find and place the right kind of men at the head. Some had, others still have, the old idea that the Traffic Department functions simply through get-

ting cars and tending to a few other shipping details. To-day there are few concerns of reputation which do not maintain these departments and their value is now generally recognized by all shipping interests.

The Traffic Department must be an asset to any corporation or this change would hardly have taken place. An explanation in detail will show some of the things that have been accomplished through the efforts of the various traffic organizations.

Packing

IT is essential that shippers of freight study closely the subject of proper containers, so they can comply with requirements, yet purchase and pack with minimum cost. For example, a traffic man for a manufacturing plant several years ago discovered that the test strength and weight of cardboard, used in packing shipments in cylindrical crates, was excessive in view of the nature of the commodity shipped. It was necessary to bring this matter to the attention of the Classification Committee having jurisdiction; and, after several hearings, the cardboard requirement was taken off altogether in one classification territory and greatly reduced in weight in the other two. The committee also modified the packing requirements for certain articles in crates and permitted shipping in bundles. This not only saved a large sum of money for the concern directly interested, but all others shipping like commodities were enabled to benefit thereby.

Loss through faulty packing and the dissatisfaction of customers receiving such shipments are hard to estimate. The saying "a shipment properly packed and marked is half way to its destination" is well founded. A recent report that approximately 30,000 shipments offered for transportation in a middle western district were refused by the railroads during a period of four months, because of faulty packing, substantiates this statement.

Classification

HOW many shippers without traffic organizations know definitely whether their shipments are properly packed to secure the lowest classifica-

tion? How many know whether shipments are properly described?

The basic principle in the classification of an article is its value, but there are other elements to be taken into consideration, which may be summarized as follows:

Nature of article; uses; value for sale; value by weight or measurement; load-weight per car; styles of packing; and liability for loss or damage.

WAYS and means of performing the industrial traffic manager's job properly are suggested in this article by Mr. Phillips. Packing, classification, routing, tracing, personal expediting, freight rates, complaints to the Interstate Commerce Commission —these are some of the points covered.

The man whom the warehouse company employs as its traffic executive should be able to learn something worth while from Mr. Phillips's talk.

For classification purposes the United States is divided into three principal territories known as the Official, Southern and Western. In addition there are certain State classifications to govern purely intra-State traffic. At the present time all the rules and requirements for the three territories are published in a Consolidated Classification, which is the result of long study by the Uniform Classification Committee.

It is necessary to study classification

very carefully to determine what kind of package takes the lowest rating; marking requirements; relation of minimum weights and length of cars (when ordering equipment); mixed carload rules; allowances for dunnage, and many other matters that have a definite bearing on freight charges.

The exceptions to the classification tariff and other special rules and regulations should not be overlooked. These often permit lower rating than that provided by the Classification Commodity rates, sometimes requiring that shipments move in certain packages. Study of this subject should also be made, as commodity tariffs taking exceptions to the classifications supersede and take precedence over the classifications themselves.

Routing

NO set of rules can be laid down for the routing of traffic, as the conditions entering into most cases govern the routing. The Interstate Commerce Law and the Transportation Act of 1920, give the shipper the right to route his freight as he wishes except when certain conditions, such as congestion, interfere with the efficiency of the railroad operation. In this case the carriers can, with the proper authority from the Commission, divert to other routes; but, at the same time, they are bound to protect the rate by which the shipment was routed. Ordinarily, in determining the route between shipping point and destination, the traffic manager studies the different lines operating between the points and select those which give the best service.

Routing should, however, also be studied for freight rates. Certain commodities can be shipped by water and

rail, or railroad, water and rail, and reap the benefit of a differential rate resulting in a saving in freight charge. Again, a consignee may have a switch delivery at destination and switching may be in addition to freight service rate. In this event a study should be made of the delivery, so traffic may be routed to avoid the switching charge.

It is a common practice for the carriers to absorb connecting line switching charges, but not in all cases. It is well to remember that in routing a car by a route carrying a higher rate than the standard rate, the rate "via route used" is the legal rate applicable.

Traffic managers for concerns dealing largely with "less carloads" are no doubt now studying the through package car service being extensively re-established. The package car, and the other so-called through merchandise cars, have the effect of providing a through service as fast as ordinary carload shipment would be given.

The importance of proper routing straight or for reconsignment, diversion or otherwise is great. Without knowledge of rate structure, rate basis and tariffs governing his routing, a shipper cannot hope to obtain transportation at the lowest cost.

Tracing

IT is generally conceded that no part of the transportation business is more abused than tracing. The carriers daily receive thousands of telegrams and letters requesting information on shipments which have been in transit only a very few days and have not had sufficient time to reach destination. The idea seems to prevail, especially with the inexperienced, that a tracer should be instituted as soon as shipment is made, especially for less than carload traffic.

At the present time the carriers do not keep a record of less carload shipments transferred at various "break bulk" points. It is possible, of course, to secure the waybill and car forwarding information at point of origin, and, if the shipment is loaded in a through car to destination, you can keep in touch with its movements by securing this information from the carriers, or by handling direct with the office handling the general car record. While the car record office is generally from 12 hours to 48 hours or more behind the actual movement of car, this record is useful because it gives some idea at what point to start tracing.

Although a great many less than carload shipments are loaded in through cars, the major portion are placed in cars destined to break bulk at some transfer station; in some cases these may break bulk two or more times before reaching destination. As previously stated, no record of transfer is kept at transfer stations, and the carrier is able to give only probably forwarding; in other words, the point carded to break bulk, and initials and number of car in which the shipment should have been loaded. The result of this method of handling shipments has been that only a few can be definitely located. The car-

rier may furnish a dozen possible car numbers and cases have developed showing shipment did not arrive in any of the cars mentioned.

It is always well to possess complete description of one's shipments, especially including the weight; as it sometimes happens a definite identification can be obtained from the tonnage, loading or check system records kept at the various transfer stations. Tracing carloads, a car record should be kept showing such information as date shipped, car initial and number, contents, point of origin, point of destination, route, movement and date delivered.

When a shipping report reaches the traffic department full information is inserted on card records; at the same time a tracing clerk sends to the proper railroad officials request, either letter or wire (according to importance) for movement of car and any further information available. This same procedure is followed at intervals until the car reaches destination. It is important to know the exact terminals and junction points car is moving through, so tracing can be done at minimum cost.

At the present time the practice of furnishing passing reports at junctions by the operating to the traffic department, including traffic representative at off-line points, is very beneficial to shippers and consignees.

It frequently becomes necessary for a shipper or consignee to divert, reconsign, or stop in transit, certain material which may have been consigned by or to him. If a request is made for such services, the carriers will make diligent effort to locate shipments and effect such change; it will not be responsible for failure to do so, unless such failure is due to the negligence of its employees.

There are certain conditions governing reconsignment, diversion or other notifications of the transit of freight:

(a) Shipments shall not have broken bulk.

(b) If point of delivery is embargoed, only shipments under authorized permits, or, in certain cases, perishable freight, may be there to be diverted.

(c) On straight shipments the original bill of lading or other proof of ownership must be established.

(d) On order shipments the original bill of lading must be submitted, and satisfactory bond of indemnity executed, or other approved security deposited.

(e) Requests must be made or confirmed in writing.

Other rules and charges are applicable for such service, according to the service rendered. It is therefore important that these rules be thoroughly understood in order to enable one to obtain the benefit of the lowest rate applicable, especially on shipments where there is a change in destination and where the through rate from point of origin to the new destination is applicable (plus, of course, the diversion charge).

Personal Expediting

THE past few years have witnessed the development of the personal tracer, more commonly known as an expeditor. Prior to the war few concerns dispatched traffic men to various parts of the country personally to follow and expedite materials urgently required. To my mind the results obtained by such expeditors have created a demand for their services that will remain for a long time. This is true especially with the building industry, where materials are required at a specific time and any delay results in slowing up or stopping the schedule of operations which sometimes means a change in the dates set for completion.

The traffic man assigned to such work should be an experienced man, capable of ascertaining the best train service between points where shipments will move. This information is available in both the operating and traffic departments of the railroads.

It is necessary also for him to be familiar with the rates applying on the various routes, although generally these rates are equalized. If the freight rate is protected and shipment not specifically routed for certain shipping privileges such as fabrications, the expeditor should be in a position to designate the best route. After shipment is ready for movement, the expeditor generally calls on certain officials in the operating department, explaining to them the importance of quick dispatch and any other facts that will strengthen his argument. At some stations and junction points the yard master is the proper official; at others the freight agent. The expeditor reports by letter or wire as required, giving full information as to train forwarding and any other particulars that might affect a particular car. This procedure is followed through each break-up yard until car is delivered at destination.

No carrier is bound to transport property by any particular train in time for any particular market or otherwise than with reasonable dispatch unless by specific agreement indorsed on the bill of lading. Therefore material urgently needed should be followed carefully, either by handling direct with the railroad or by designating a personal expeditor.

Freight Rates

MOST shippers have heard the railroad classic practiced by the majority of rate clerks: "When in doubt charge the higher rate." Even after the detection of overcharge and the presentation of claims many of these are rejected by the carriers upon technical or inequitable grounds. Still another feature is the unwarranted delay by the carriers in investigation and adjustment of many claims. The experienced traffic man knows absolutely whether rejection of a claim is warranted and by the establishment of a follow-up system should overcome unreasonable delay in the adjustment of claims.

Some concerns believe that even though a shipment is improperly rated at the

billing station the revision clerks at destination or in the general offices will detect the error and arrange for the proper refund. Practically all revision clerks have from three to five times more way bills to revise than can be done properly. At least this was the practice a few years ago and I doubt if the condition is much better now.

Secondly, for the benefit of those who believe the railroads check and refund all charges, in excess of the legal freight rate, I quote in part from a report by the Interstate Commerce Commission, to the Senate and House of Representatives:

"Many instances have developed in our general examinations of the accounts of carriers where their records show that the overcharge has been discovered by the accounting officers, and yet no effort, apparently, has been made to refund the excess to the shipper. It not infrequently happens that the shipper does not know that an unlawful rate has been collected and that he is entitled to a refund; he has, therefore, made no claim upon the carrier. In numerous instances of that kind it has been found

that, although the overcharge has been discovered by the carrier, no steps have been taken to locate the shipper and return the excess to him."

It would take a book to tell the many devious ways through which shippers are paying freight charges in excess of the legal rate applicable.

Rates are based upon the theory that every circumstance surrounding the transportation of the commodity must be taken into consideration. A rate from the South may justly be different than one applied to traffic to the West. Shipments moving against the tide of greatest density of traffic may be fairly charged at different rates than those applied to consignments moving with bulk of traffic. Numerous other conditions such as water competition, etc., may exert an influence in fixing varied rates for equal distances.

Complaints to Interstate Commerce Commission

If a shipper or a consignee feels that his rights have been infringed upon he should make a careful study to determine just what grounds he has for com-

plaint and what particular section of the I. C. C. law is involved. His complaint, after preparation in the proper form, is sent to the Commission, which serves notice upon the carrier or defendant and the petitioners that they must appear before the Commission. The carrier then makes formal answer to the charges as outlined and the Commission issues such subpoenas and takes such depositions as may be necessary. The place and time of hearing is arranged, followed by the examinations of the witnesses and the taking of testimony. When the case is concluded, the decision reached, the opinion is handed down and the official order is recorded by the Secretary to the Commission, who then issues such orders to the parties interested as are warranted by the facts brought out in the hearing.

Informal complaints may be presented to the Commission usually by letter; these very frequently relate to some matter previously agreed upon between the carrier and party concerned, but which requires the sanction of the Commission before agreements can be carried out.

A PICNIC FOR PUBLICITY

*Day's Outing, Instead of Page of Newspaper Advertising,
Chosen by Alabama Warehouseman to Keep Company's
Name Before the People*

BIRMINGHAM, ALA., Aug. 1—Borrowing upon its newspaper advertising appropriations, the Goodman Transfer & Storage Co. last Saturday financed a radically different publicity stint. All amusement concessions, including the bathing beach, at one of Birmingham's lake parks were leased for the day, transportation was provided and some 350 men, women and children were guests for the day—representatives of the National Furniture Warehousemen's Association, local warehousemen, City Commissioners, members of the Retail Furniture Men's Association, real estate men, newspapermen, railway clerks, and patrons and friends.

Discussing such an outing as an advertising medium, H. C. Goodman, president of the company, commented:

"While I thoroughly approve of newspaper advertising and have carried on a consistent advertising program since starting in business I nevertheless believe we have through this outing reached those whom we particularly desired to reach more effectively than we would have in running even a page advertisement in the papers, which would have cost several hundred dollars less than the outing. We believe in keeping our business before the people."

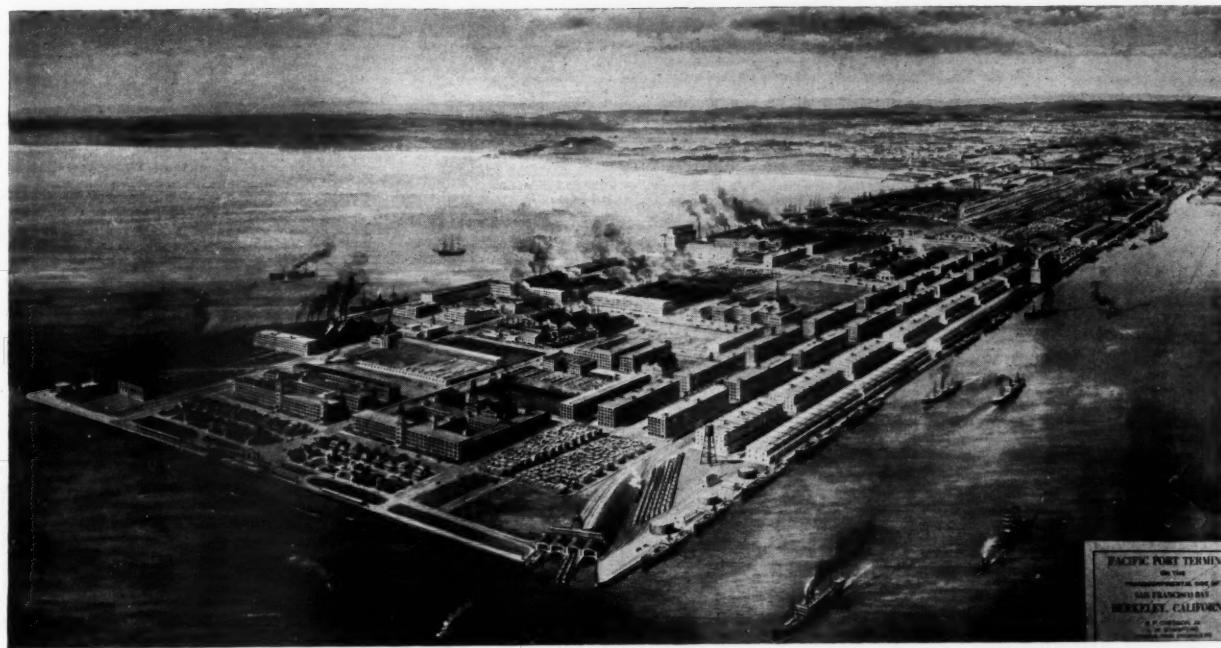
The Goodman company has just completed its second warehouse, with a

capacity of 42,000 square feet of storage space. In all the company now has more than 75,000 square feet of storage space, with additional yard space of about

12,000 square feet. Five more automobile trucks will be acquired, making a fleet of twenty of large capacity, supplemented by horse-drawn drays.



View showing part of the crowd which attended barbecue and picnic given by Goodman Transfer Co. for warehousemen, city officials, real estate and newspapermen, railway clerks and patrons at one of Birmingham's city parks. At right of center table stands H. C. Goodman, president of the company. Mr. Goodman believes in advertising



First unit of the projected new port terminal which Berkeley, Cal., is preparing to construct on the eastern shore of San Francisco Bay, in combination with private capital. On this terminal motor truck lines are placed on an equality with the rail lines, as regards both space allotted and facilities offered to shipside and warehouses. There will be two wide driveways for trucks, and ramps enabling the trucks to run out onto ship decks when necessary

Truck and Railroad Are Considered Equals

In Plans for Giant Terminal at Berkeley, Cal.

By H. H. DUNN

FOR ultimate economy, motor trucks will some day be given equal consideration and equal facilities with railroads at American terminals.

Motor trucks are not, broadly speaking, competitors of the railroads, any more than buses are competitors of the street cars.

There is a field for each.

Trucks or buses are supplementary in each case.

But up to the present, trucks at

terminals, being newcomers, have been very much in the position of interlopers. The railroads are long established and rail facilities at terminals were the prime consideration in building those terminals. As the trucks came afterward, they were not considered at all during the construction and are not considered now, except in a makeshift way. They shift for themselves, as best they can, and as a result do most of their terminal work under difficulties involving loss of

economy in many directions.

But California has led the rest of the country in the establishment of wonderful permanent highways. She has led the rest of the country in the establishment of first-class, highly organized inter-city bus lines. And now she is about to give the lead to the rest of the country in the establishment of an enormous shipping terminal in San Francisco bay in which trucks will have equal facilities with the railroads.

3,500,000 Square Feet of Storage Space Will Be Provided—Main Highways Direct to Warehouses

A combination of municipal and private enterprise has completed surveys, plans, engineering estimates and reports, with the approval and consent of the Federal Government, for the construction of a port terminal on the eastern shore of San Francisco Bay, directly opposite the Golden Gate, and about one mile nearer that historic path to deep salt water than are the wharves of

the city of San Francisco.

This deep-water improvement, which has been incorporated as the Pacific Port Terminal, Inc., will cost several millions of dollars. It is intended to furnish adequate facilities for the handling of a large part of the trade of the countries bordering on the United States with the latter country, a commerce valued, in 1920, at more than two billion dollars,

and increasing at such a rate that foreign-trade experts estimate that it will be doubled within the next five years.

One of the most prominent features of this terminal—which offers when completed, 140,000 lineal feet of berthing space, with 30 feet of water at mean low tide—is the serious consideration which has been given to equipment and facilities for the accommodation of motor

truck lines throughout the terminal and on the 6000 acres of manufacturing and industrial sites on the mainland directly back of the terminal.

Five main highways, leading through Berkeley, Emeryville, Oakland and Alameda, averaging 80 feet in width, lead to the site of the terminal. Each will be continued, in loop form, through the industrial section on the mainland, and from this loop, provision is made for paved streets, equally wide, to every wharf-shed in the 3,000,000 square feet of wharf-shed space on the filled-in bulkhead of each unit, and to every warehouse on the 3,500,000 square feet of warehouse space, on the filled front of the mainland, just back of the projecting quay of each unit.

In addition, there will be two wide paved ways, running out each quay to the head of the bulkhead, for the use of automotive vehicles, so that motor truck lines may deliver their freight direct to shipside, in exactly the same manner as transcontinental freight cars. Special loading and unloading machinery for motor trucks is included in the plans for the equipment of each quay, and motor trucks will be handled in the same manner as freight cars, with clearance kept for them throughout the wharf-sheds and in the warehouses.

The classification yards for freight cars have a capacity of 2000 cars, with sidings to the deep-water end of each quay. While classification yards will not be necessary for motor trucks, large space has been provided alongside the car yards for motor truck use.

With a high percentage of the raw products imported into the United States coming every year through the ports of the Pacific Coast, it has been considered necessary to establish a foreign trade zone (possibly better known as a "free port") on this terminal. To this zone raw products may be imported without duty, manufactured in plants within that zone, and again exported. Virtually all the raw products so brought in will be handled from ship to factory and back again by motor trucks. There being no inland shipments to go out from this

foreign trade zone, railroad tracks will not be necessary in it, and motor truck distributors of San Francisco, Oakland and Berkeley are expecting that virtually all this large traffic will create a considerable demand for trucks.

Motor truck lines which operate to some extent out of the ports surrounding San Francisco Bay into much of northern California and Nevada will have direct connection with trans-Pacific steamers, instead of having to ferry, much of the time, across the bay to and from San Francisco for their cargoes. This will mean a tremendous saving in costs of operation for every owner of motor trucks in northern California, and, doubtless, will increase the number of these fleets in operation.

Plans for the equipment at the outer end of each quay of the port terminal include ramps by which motor trucks can be driven directly onto any deck of a berthed freighter, loaded and driven off again, in case there are any difficulties in the way of loading or unloading a cargo ship-side. This also means a reduction in operating costs and greater efficiency in handling freight to and from the trucks.

Surveys and reports on the new terminal have been made by B. F. Cresson, Jr., chief engineer to the Port of New York Authority, and Charles W. Staniford, former chief engineer of the Department of Docks and Ferries of the City of New York. The War Department, through Gen. Lansing H. Beach, chief of engineers, has instructed Col. Herbert Deakyne, United States district engineer for the northern California district, to proceed at once with further surveys, to the end that he may submit estimates of the cost of the Federal Government's participation in channel work for initial development and also his recommendations for the work. As Col. Deakyne already has submitted a preliminary report, it is believed that the War Department is ready to proceed with the work on the channels, first instructions on the first survey having been given in the appropriations section of the Rivers and Harbors Bill of 1920.

Approximately 10,000 miles of high-ways suitable for the operation of motor trucks, over the majority of which trucks are now operating, will be given direct connection with deep-sea commerce by the construction of the first unit of the new port terminal at Berkeley. Connection also will be made between motor truck lines and the inland waterways service of steamships and motor boats, on the Sacramento, San Joaquin and other navigable streams entering San Francisco Bay, as well as with all the towns on the 116 miles of water-front of that bay.

Rufus P. Jennings, of Oakland, who was largely instrumental in bringing together the municipality of Berkeley and private interests for the construction of the Pacific Port Terminal, insisted on the inclusion of all provision for motor truck terminals, loops, parking spaces and cargo-handling facilities, in the first survey and report on the terminal. To the writer, Mr. Jennings said:

"We think we are using a great many motor trucks to-day, but we are just in the first gray dawn of the real day of automotive transportation for freight. Within the next five years, we shall begin to see the morning; and in ten years, we shall wonder how we ever handled the traffic of this country on rails alone. We must prepare all our ports, all our wharves, all our terminals, with plenty of space for hundreds of motor trucks, and we must equip every wharf with the best obtainable machinery for handling cargoes between trucks and ships."

"On the new Pacific Port Terminal the motor truck will have the same accommodation, the same consideration, the same equipment as the transcontinental freight car, with this advantage, that the motor truck will be able to run on board ship and leave or take off cargo directly on deck, while the freight car must wait outside. This, however, is due to the greater mobility of the motor truck, and not to any desire on the part of the builders of the Pacific Port Terminal to give any one means of transportation an advantage over any other means."

Paying Freight Bills

WHEN bills for freight charges are received at our office they are promptly checked as to weight and rate, and payment is made by check. The freight bill is marked PAID with our "paid" stamp, and with the check number paying it. It is then immediately filed in the customer's file or attached to papers to which it pertains.

We find this system has many advantages over the old system of returning freight bills with the check and having the railroad company receipt them and return them at their convenience. It avoids one handling and enables us to make complete disposition when fresh in mind.

The local agents have not objected to this; they rather like it, as it saves them

\$ Dollar Ideas \$

DISTRIBUTION & WAREHOUSING will pay \$1 each for ideas suggesting better and more economical ways of doing business. The shorter, the snappier—it's the idea, not the length, that counts!

"Junior Encyclopedia" Proposed

The next meeting of the Central Bureau Committee, merchandise sub-division, of the American Warehousemen's Association will be held at Omaha early in October. Among the subjects to be discussed is the preparation of a "junior encyclopedia" of warehousing. This volume, perhaps followed some day by a more ambitious book, would contain, briefly, description, origin, history, use and methods of storing various commodities commonly warehoused. Examples of the sort of texts which would appear in the "junior encyclopedia" will be submitted at the Omaha meeting for consideration. It is probable no attempt will be made to bring out such a book until early in 1922.

remailing and the postage expense. We use this method on both household goods and merchandise.—John M. Sell, Fidelity Storage & Transfer Co., St. Paul.

EQUIPMENT

NEWS AND REVIEWS

The "Brute" Trailer

A Heavy Duty Machine for Use with Tractors in Warehouses

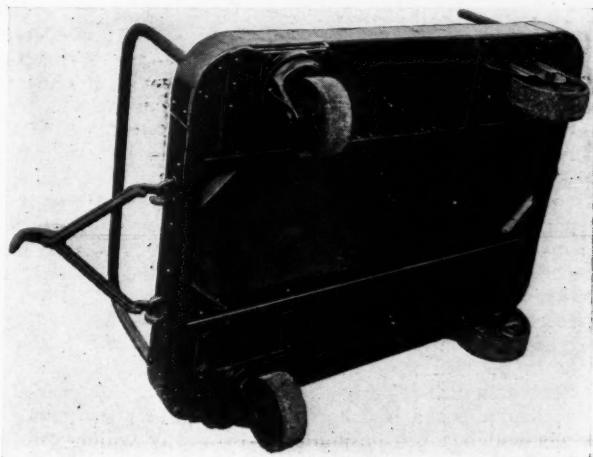
A TRAILER designed for heavy-duty service with tractors used in warehouses and at terminals and transfer stations is the latest product of the Sharon Pressed Steel Co., Sharon, Pa. The trade name "Brute" was selected as being representative of the machine's exceptionally strong construction. The following description is issued on behalf of the makers:

"The frame is made up of 4½-inch channel sections pressed from ½-inch hot rolled open hearth steel, riveted into one-piece channel section corner pieces pressed to a 6-inch radius, with a hole for stake pocket. By varying the length of side and end rails, the 'Brute' can be made in any length up to 72 inches and in any width up to 50 inches.

"Two additional members running lengthwise beneath the floor are of 3-inch pressed steel channel, riveted to the end rails and braced laterally to the frame with front and rear pressed steel 'V' braces which take the pull of the ½-inch steel forged coupler. Either one or two couplers can be supplied.

"Rear wheel and front caster supports are 3-inch pressed steel channels riveted to the side rails and longitudinal members of the frame. Rear wheel brackets are pressed from ¼-inch steel with two stiffening ribs on each side—a construction at least twice as strong as any malleable casting. Rear wheels are of malleable iron with six double-web spokes and 3½-inch face, with 3-inch Hyatt roller bearings on a 1-inch shaft hardened and ground.

"Front casters are of heavy-duty type, ball and roller bearing equipped, bolted to a ½-inch steel plate riveted to the frame. The floor of the trailer is 1½-inch oak recessed flush in the side and end rails. All frame members are flush on the

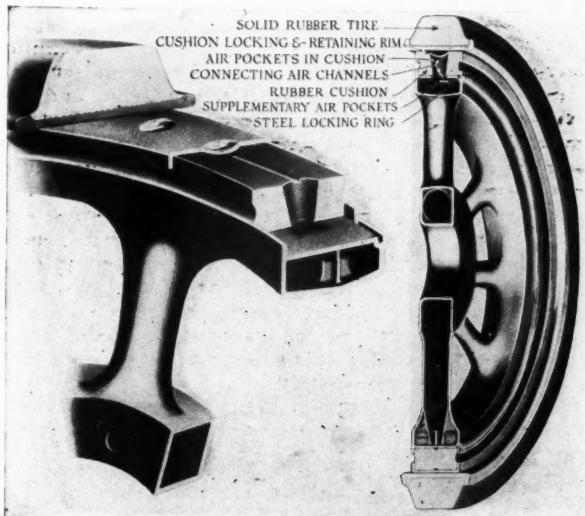


Here is structural strength—the "Brute" trailer

bottom, thus affording an even support when the trailer is used in connection with a lift truck.

"The 'Brute' trailer was recently given a severe road test with a load of 8000 pounds, which revealed no weaknesses and which indicated its adaptability to the most exacting service."

A New Cushion Wheel



Sectional views of Smith cushion wheel

THE cast metal wheel shown in the accompanying cut has recently been announced by a manufacturer who has for some years made a similar type of wheel without the cushion feature incorporated in the new product. The cushion consists of rubber with air pockets and is placed between the felloe band and a second metal band on which the solid tire base is mounted in the usual manner. The wheel consists of four parts—the hollow spoked wheel, rubber cushion, steel locking ring, for locking the rubber cushion in place, and the retaining rim outside the cushion. The air spaces are interconnected with channels which permit air to circulate in the periphery of the wheel and thus convey heat generated to the metal from which it is radiated.

The cushion wheel differs but little in appearance from other cast spoke wheels made by the same concern, Smith Wheel, Inc.

The makers state that the design is such that the tires cannot be forced off by hitting an obstruction. Depressions in the cushion retaining rim prevent creeping of the cushions around the wheel. It is said that the wheel requires no attention until the tires are entirely worn out.

EDITOR'S PAGE

The National Viewpoint

WHEN the American Warehousemen's Association reaches the pinnacle of national influence and standing to which its present leaders aspire, its potentiality to aid the Government will make it one of the leading trade organizations of the country.

With a membership which embraced all the reputable storage companies in the United States—an association that was national in every sense of the word—the American would be in a position to supply periodically to the Department of Commerce facts and figures which would be invaluable in the Department's endeavor to present to the commercial world such information as is representative of current trends in business.

Secretary Hoover has taken the initiative in turning to trade associations for statistics which American business in general may utilize to its benefit and to the nation's benefit. To-day the American Warehousemen's Association has a membership too small to accomplish things which could be achieved in a way which would make it known to all business interests. Mr. Hoover stands ready to borrow upon its facilities, but until its membership approaches the 100 per cent mark as an association representative of the storage industry it can be of little aid to Mr. Hoover.

THESE remarks are called forth by a reading of Mr. Hoover's first "Survey of Current Business." Into this monthly document is to be condensed and compiled a large volume of information which the department itself has found of service in its attempt to grasp the changing business conditions, and which the department believes will enable the public "to visualize the current trends of business and industry."

The basic figures used in the tables which the Survey contains are compiled in part with the help of trade associations. Data on transportation are supplied by the American Railway Association. The American Iron and Steel Institute contributes information regarding steel ingot production. The Rubber Association of America furnishes figures on production and stocks and domestic shipments of pneumatic tires, inner tubes and solid tires. From the Tanners' Council Mr. Hoover's statisticians obtain data on sole leather, skivers and oak and union harness. The Knit Goods Manufacturers of America gives figures on new orders received, shipments, cancellations, unfilled orders and actual production of its products. From the Silk Association of America comes information relating to storage and consumption of raw silk.

"There has been," says Mr. Hoover, "a large demand that these figures be prepared for general use, as others find them of great assistance."

Each monthly Survey will be published in whole or in part in business publications. It will be read and analyzed by financial, transportation, commercial and indus-

trial interests, and by the business public generally. "In some measure," the compilers hope, it "will assist in the enlargement of business judgment."

It is obvious that the reaction from all this will be favorable to the American Railway Association, the American Iron and Steel Institute, the Rubber Association of America, the Tanners' Council, the Knit Goods Manufacturers of America and the Silk Association of America. All are already nationally known, but it will add to their prestige to be quoted as authorities in these monthly business reviews by the Government.

LOOKING into the future, there is no reason why the American Warehousemen's Association cannot take rank some day with these national trade organizations to which Mr. Hoover turns for information.

To attain that rank is one of the big jobs ahead of our industry. It can be done. The opportunity is present.

There is no Federal agency for determining the amount of goods in storage monthly in the public warehouses of the United States—with the exception, of course, that the Department of Agriculture obtains figures on cold storage holdings. That such statistics would be invaluable to American business was set forth by Alvin E. Dodd, manager of the Department of Domestic Distribution of the Chamber of Commerce of the United States, in the paper which was read on his behalf at the Chicago convention of the Central Warehousemen's Club. To quote Mr. Dodd in part:

"Suggestions have come from many sources that the collection of statistics is very important, particularly where there seem to be none available, as, for instance, in the consumption of commodities. Here is a definite direction in which warehousemen can perform a service. In times like the present when prices are falling and uncertain quantities of various commodities are floating somewhere between production and consumption, it would be most useful if the producer or manufacturer might learn, through reliable statistics, how fast his goods are entering into consumption. Statistics are important in periods of depression to indicate when operations in any particular line may be enlarged safely; and in times of prosperity they furnish a light by which the prudent may be guided. Briefly, accurate statistics such as you could prepare would act as a trade stabilizer, and I am convinced that this subject deserves your serious consideration immediately."

Mr. Dodd said further that "the quantities of commodities in suspense, that is, in storage, is a principal basis upon which to arrive at the economic limit of production which in its turn lies at the root of effective distribution."

It is unquestionably true that the Government could make good use of statistics such as those suggested by

Mr. Dodd. Mr. Hoover's attitude toward trade associations is one of co-operation to the end that American business may be benefited. Monthly data on goods in suspense in public warehouses should be a welcome and valuable contribution to the Survey issued by the Department of Commerce. The Department of Domestic Distribution, in which the American Warehousemen's Association has representation, would disseminate the information among business papers and to business interests generally.

THE compiling of statistics on goods in suspense would be a task of some magnitude and the American Warehousemen's Association to-day is in no position to undertake it. It hasn't the membership, it hasn't the funds and it hasn't the machinery. But with growth in membership the funds will come and the machinery can be created and put in motion. Even did the machinery exist to-day the association could not hope successfully to obtain from non-members the necessary information, and there is just enough suspiciousness and narrow-mindedness remaining within the industry to make it problematical whether the association could obtain from certain of its own members such figures as those certain members would regard as something which was strictly their own business and of no concern to the public, regardless of the high motive behind the request.

When the great membership is attained it will be necessary to do some educational and missionary work inside the organization's ranks so that this existing individualism can be subordinated for the welfare of the industry. Probably the leaders have taken cognizance of this, even though they are not discussing it publicly. That such selfishness is to be found here and there is no reflection on the association. The problem is one which every successful trade organization has had to solve during its process of upbuilding.

In good time the American Warehousemen's Association will work out a solution. Meanwhile every storage executive who is not a member should take stock. If he is not identified with the national body of his own industry it may be for one of several reasons—he just isn't interested, which stamps him as a man not possessing big business vision; he hasn't the integrity which qualifies him for membership, in which case he won't prosper long and nothing is to be feared from him by the man who is qualified; or he hasn't been in business long enough to entitle him to membership, which is only a temporary ban.

This last restriction seems a silly one at this time when the association is endeavoring to expand. It ought to be waived or rescinded altogether. A dozen warehouse companies could be mentioned which have been organized within the past year or so and which would make good members; companies with big financial backing and with capable business men as their officers—some of them men experienced in warehousing, with the best of bank references.

To require such companies to have been in business two years before becoming eligible to membership in the American Warehousemen's Association is to put up a barrier against the support and funds which are needed for the successful consummation of the organization's plans to give publicity to warehousing on a national scale.

It is true that there are some warehouse companies which could profit by learning the rudiments of warehousing. But reformation from the outside is difficult. Would it not be a wiser plan to let down some of the bars, take such companies into membership when the men

identified with them are honest, and do the educating at conventions and otherhow from the inside? The industry would progress the more speedily and there would be more momentum in the association's growth.

IN alluding to the American as "the national body" of the industry, warehousing in its broadest sense is being considered. The National Furniture Warehousemen's Association has its proper place and has put under way some constructive work which cannot fail to benefit the household goods branch. Furniture storage executives should support it, but they should join also the household goods sub-division of the American and throw their support to the effort to place the industry favorably and in a big way before the American business public. Just as certainly as the National merits a large membership among the companies engaged in that particular branch of the industry, so the American deserves backing from all three branches—household goods, cold storage and merchandise.

Among sixteen new members mentioned in the August *Bulletin* of the American, five affiliated with the household goods section, and two others with both the household goods and merchandise sub-divisions. Of eleven mentioned in the July *Bulletin*, three joined the furniture branch. This is a good sign. It shows the faith which these companies have in the American as the industry's national body.

WAREHOUSING looks forward with peculiar interest to the December convention of the American, to be held at St. Louis in conjunction with the winter meeting of the Central Warehousemen's Club. If a federation is put through, as has been outlined on these pages, it will mark the first definite step in the evolution of the industry. It is to be hoped that all sectional and State and local organizations will get behind this movement. With a warehousing federation in being, big things can be accomplished.

Let's keep the *national* viewpoint in mind from now on!

Freight Rates

TO the attention of every traffic manager are commended the arguments presented in this month's issue of *Distribution & Warehousing* setting forth the viewpoints of the storage industry toward the objections offered by some manufacturers against the efforts of the railroads committee of the American Warehousemen's Association to bring about an intelligent readjustment of the nation's railroad freight rate structure.

There is no reason for shippers to be alarmed regarding rate advances unfavorable to the industries. Newspaper dispatches from Washington indicate clearly that the tendency is toward decreases. But when the decreases are made they should not be horizontal ones. The readjustment should give, as warehousing sees it, "proper recognition to cost of service." Ruinously expensive less-than-carload rates can, to the benefit of manufacturing interests, be counterbalanced by the creation of more attractive carload rates designed to lead to the movement of larger volumes of commodities in carload lots.

Prior to rate reductions, and not after the readjustments have been made, is the logical time for agitation such as that which the A. W. A. railroads committee is conducting. Instead of opposing such agitation, shippers should analyze carefully what the committee is trying to do and should support the movement in their own interest.

FROM THE LEGAL VIEWPOINT

By George F. Kaiser

Mr. Kaiser is a practicing lawyer who makes a special study of warehousing, transfer and automotive affairs

Warehouseman Cannot Discriminate Against Patrons As to Service and Price

THAT a public warehouse company cannot discriminate against customers but must treat all alike as regards services and prices charged was the decision of the North Carolina Supreme Court in the recent case of *Gray vs. Central Warehouse Co.*, 106 S. E. Rep., page 657.

Suit was instituted by a man named Gray, who alleged that since 1914 he had been engaged in the business of buying tobacco sold on the floors of various warehouses

located at Kingston, N. C., and that up to 1920 he had bought large quantities of tobacco and that he had a Government license to do that kind of a business.

Gray alleged also that he had been a member of the Kingston Tobacco Board of Trade, whose dues had been raised from \$25 to \$500, and that he was thereafter excluded from the Board of Trade without just cause, and as a consequence not permitted to buy or sell tobacco on the warehouse floors as he had theretofore done.

THE Court, in affirming an order which had been made by a lower Court restraining the warehouses from excluding Gray as a buyer pending the trial of the action, said:

"If anyone applies to a railroad or a ferry for the transportation of himself or the carriage of freight or to an innkeeper or sends his corn to a public mill or his tobacco to a public warehouse, or applies to the owners of a gas or electric company or any other business 'affected with a public use,' it has always been the principle of the common law, and never more than now, that he is entitled to absolute impartiality as to charges and treatment.

"It has been customary in England from time immemorial and in this country from its first colonization to regulate its ferries, common carriers, hackmen, bakers, millers, wharfingers, inn-keepers, etc., and in so doing to fix a maximum of charges to be made for services rendered, accommodation furnished and articles sold.

"In *Brass vs. North Dakota*, 153 U. S. Rep. 391, 14 Sup. Ct. 857, the doctrine was applied to warehousemen (public). A public warehouse company cannot discriminate by rejecting anyone as seller or buyer. This is an obligation imposed on public warehousemen both by common law and by statute as well. An explanation will show that the doctrine was derived by analogy from the common law right to regulate ferries, common carriers, hackmen, bakers, millers, wharfingers, inn-keepers and the like, to regulate their charges, prescribe the accom-

modations to be furnished and the articles to be sold, and above all the prohibition of any discrimination in the facilities to be furnished to all alike

and the charges to be made."

The Court thereupon allowed the restraining order to stand during the pendency of the action.

When the Warehouse Roof Blows Off

LEgal EDITOR, *Distribution & Warehousing*: As a subscriber to your valuable paper we would be glad if you would enlighten us on the following subject:

During a severe storm part of the roof of our warehouse was blown off by wind and naturally some of the contents became wet by rain.

Most of this material is on open storage account and we wish to know if we are liable as warehousemen for damages caused by the storm.

We carry fire insurance on our building only and our customers carry their own insurance on goods intrusted to us.

It appears to us that this would be classed as an act of God and therefore would relieve us of responsibility.

"Roof,", N. J.

Answer: Of course if you left the

goods out in the rain after the roof blew off and made no effort to protect them—that is, no reasonable effort—you might be liable. Remember that under practically all circumstances you are required to use only the same care to protect the property of customers left with you for storage that a reasonable man would use to protect his own property under like circumstances.

My opinion is that the blowing off of the roof by the windstorm was indeed an act of God, unless the roof was in such poor condition that you should reasonably have anticipated that it would blow off in any severe rainstorm.

If claims are made on you of course you should contest them unless you feel the loss was occasioned by your omission or neglect.

When a Loan Company Presents a Claim

LEgal EDITOR, *Distribution & Warehousing*: Can you give us any information on the following?

On April 30, 1921, we put a load of furniture in our storage warehouse. The owner of the furniture paid for the

cartage but not the storage and went to New York without leaving any address and we have not heard from him since.

A few days ago a loan concern from Hartford came to our office and had papers claiming the furniture for a loan

of \$100. They said the party paid them only \$10 and the papers show he gave the furniture for security. The furniture in our estimation is worth \$500.

Is there any law in the storage business compelling us to let them have the goods, or would we have to see a lawyer? As this is the first time a thing like this has happened since we have been in the storage business any information you can give us on the subject will be greatly appreciated.—*J. W. Rogers, Middletown, Conn.*

Answer: I see no reason why you should not continue to hold the goods until your storage charges are paid, as I assume you are public warehousemen. After you have had these goods six months they may be sold by you at auction under the direction of some local attorney. If the loan company wants the goods let them pay your charges and then re-possess themselves of the goods.

"Guilty of Conversion"

THE Supreme Court of Oklahoma in a recent case affirmed the verdict of a jury against two warehousemen. It appeared that one of the warehousemen was the person to whom property had been intrusted by the owner, while the other warehouseman, who had received the goods from the first warehouseman, was guilty of wrongfully selling them.

The Supreme Court pointed out that in Oklahoma it is provided by law that: "Whenever any trunk, carpet bag, valise, bundle, package or article or property transferred or coming into the possession of any railroad company or any other common carrier in the course of his or its business as common carrier, shall remain unclaimed and the legal charges thereon remain unpaid during the space of six months after its arrival at the point to which it shall have been directed, and the owner or the person to whom it shall have been consigned can not be found upon diligent inquiry, or, being found and notified of the arrival of such goods, shall refuse or neglect to receive the same, and pay the legal charges thereon for the space of three

months, it shall be lawful for such common carrier to sell such article at public auction, after giving the owner or consignee fifteen days' notice of time and place of sale, through the post-office if his address is known, or by advertising in a newspaper published in the county where such sale is made, and out of the proceeds of such sale to pay all legal charges on such articles, and the amount over, if any, shall be paid to the owner or consignee upon demand."

The sale not having been held in conformity with the above law, the warehouseman selling the goods was held guilty of conversion, and the jury's verdict that the original warehouseman was likewise responsible was upheld.—*Billings v. Porterfield*, 198 Pacific Rep. p. 94.

"Reasonable Care"

IN the recent case of *Churchill v. Walling* the Supreme Court of Alabama held that in an action against a warehouseman for loss of goods stored with him a complaint alleging that they were lost through 'lack of ordinary care' on the part of the warehouseman was sufficient to set up a cause of action.

The Court pointed out that under *Acts 1915 Alabama*, p. 661, a warehouseman is required to use the same degree of care in protecting his customer's goods as a reasonably careful owner of similar goods would use under the circumstances.

It was held in this case that the owner might show that the goods were in good condition when they were put in the warehouse. It was further held that damage to the goods having been shown the burden was on the warehouseman to show himself free from negligence.—(88 So. Rep. p. 582.)

"Shipper's Negligence"

THAT the negligence of a shipper in loading goods to be carried in inter-State commerce is a good defense, in an action against a carrier for damages, was the decision of the Supreme Court

of South Carolina in a recent case.

In this case a carload of automobiles had been shipped from Jackson, Mich., to Columbia, S. C. The Court held that as the bill of lading contained the endorsement "shippers load and count," there was only a presumption that the goods had been properly loaded but that the presumption could be overcome by proof on the part of the railroad that they actually were improperly loaded.—*M. C. Johnson Motor Co. v. Payne*. 107 S. E. Rep. p. 253.

Briefs

Shipper's Right to Recover

THAT a shipper is entitled to recover full damage for loss suffered by a carrier's failure to deliver goods safely; that the loss suffered is to be determined by the value of the goods at the time and place of delivery, and not at the time and place of shipment; that the market value of goods constitutes full and complete compensation for goods lost or, if there is no market value, the reasonable cost of replacement constitutes full compensation, was the decision of the Supreme Judicial Court of Massachusetts, in the case of *Woonsocket Machine & Press Co. v. N. Y., N. H. & H. R. R. Co.*, reported in 131 Northeastern Reporter, p. 461.

Warehouse Receipts Involved

THAT Act No. 63 of 1830 of Louisiana, giving seller of agricultural products a lien for the purchase price during the first five days after they are delivered, does not apply to property for which negotiable warehouse receipts in proper form have been acquired by third persons for value and in good faith, as the Act has been repealed so far as it affects such property by the Uniform Warehouse Act, (Act No. 221 of 1908, Par. 1, 2, 4, 5, 40, 45, 49, 60), was the decision in the lately reported case of *John M. Parker Co. v. E. Martin & Co.* reported in 88 So. p. 68.

\$ D O L L A R I D E A S \$

SEND IN AN IDEA—EARN A DOLLAR

DISTRIBUTION & WAREHOUSING will pay \$1 each for ideas for this department, which is twofold in purpose: First, it gives you an opportunity to get paid for telling the other fellow something he hadn't thought about that should help him in his business. Second, you are going to be helped by the Dollar Ideas which the other fellow sends in. Tell something of how you revised your stock report system, obtained a new customer, reduced your fire insurance, built bigger business through advertising, eliminated rodents, ironed out a labor problem, repiled your goods with profit, "slipped one over" on a competitor—how you achieved anything at all worth the telling.

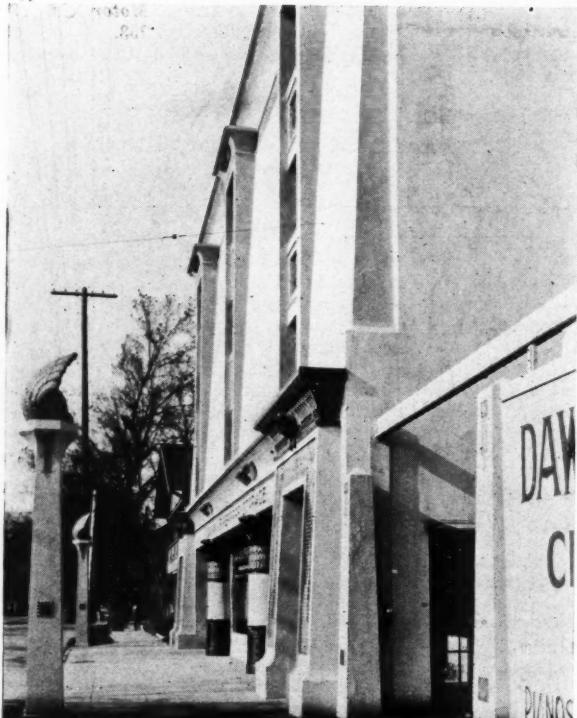
The shorter the snappier—it's the idea, not the length, that counts. And—

By the way: Call this department to the attention of your employees. They may have Dollar Ideas that even you don't know about!

WHAT'S WHAT IN NEW BUILDINGS

XXIV

Dawson's Fireproof Storage Co.
Stockton, Cal.



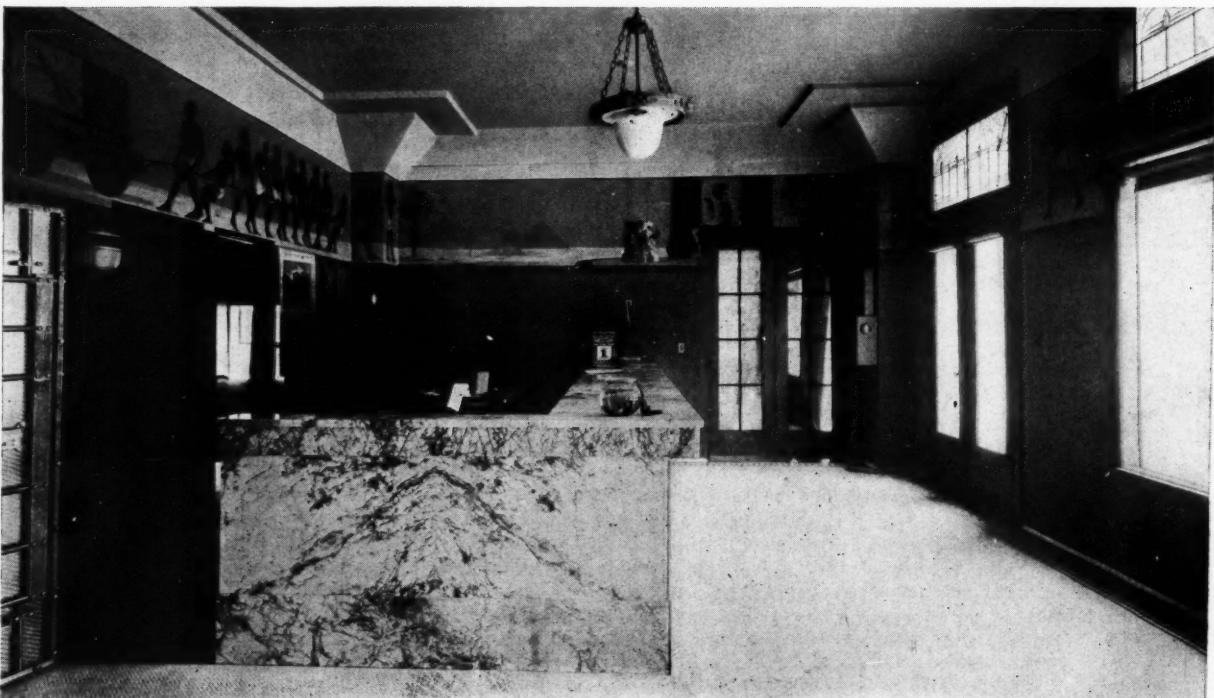
ARCHITECTURE as an advertising medium is exemplified in the household goods warehouse of Dawson's Fireproof Storage Co., Stockton, Cal. The accompanying photographs show exterior and interior designs. Located in a good residential district, this structure is illuminated each night with flood lights and is one of the best known buildings in the California city. Its appearance of strength and security carries the thought to the observer that here is a Class A fireproof warehouse, and H. S. Dawson, president of the company, declares he has not found it necessary to do any newspaper advertising because of the very effectiveness of the style of architecture, which is Egyptian.

Constructed of concrete, the Dawson warehouse is 75 feet wide and 125 feet long. At present it has four stories, but it is designed to carry two additional stories, which will be added when building conditions improve.

The floors are of flat slab construction, each slab 8½ inches thick with two-way reinforcements, designed to carry a 250-pound live load. There are bays, each 25 by 20 feet.

The building has a large fireproof and burg-

(Concluded on page 45)



TWO

A Bit Here

Vol. II. No. 3

BITS

A Bit There

Gotham, September, 1921

Still Another
Opened* LetterPasadena, Cal.
July 19, 1921.Ye Editor of *Two Bits*;
Kind Sir:

Being an interested and devoted** reader of *Two Bits**** for some time, and having noticed your appeal for some commodity‡ whereby you can make use of the matches‡‡ sent you by Dan Bray† of Kansas City‡, also and likewise conforming to the general theme submitted in *Two Bits*, accept, dear Ed., this token¶ of brotherly love enclosed herewith. May the enclosed render you peace of mind and the realization of hopes come true. Yours in want,

(Signed) F. A. Rohlfs,
Merchants Transfer & Storage Co.

P. S. Pardon,¶¶ did you say cigars?

*Opened by Ye Ed.

**Oh, thank you.

***Subscription price on file at this office.

‡Cigars

‡‡Nearly all gone.

†You started something, hey, Dan?

‡So-called heart of America, including Gotham.

¶¶1 pkg. of roll-your-own Bulldurham.

¶¶Granted

News Items

Ye Ed. entered a soda water emporium the other day and said to the lady dispenser:

"Give us a soda water, please."

She says "What flavor, please?"

We says "Without flavor."

She demands "Without what flavor?"

& we says "Without vanilla flavor."

& she says "You can't have it without vanilla flavor because we got no vanilla—you'll have to take it without some other flavor."

So we compromised by buying 1 pkge. of chewing gum.

Walt & Barret Gilbert, the Gotham storagers, have been vacationing in Maine, our info. is.

Love Crutcher, the K. C. storager, is summering at Watch Hill, R. I., our info. is.

Alt Greeley, the Cleveland storager, is summering at Meredith, N. H., our info. is.

Ye Ed. vacationed at Watch Hill, R. I., and in New Hampshire, our info. is.

This Is a Case Where
Material Handling Machinery Is Needed

VACATIONING in New Hampshire requires sturdiness of constitution, our info. is. While Ye Ed. was conventioning at Lake of Bays we revd an invite from Alt Greeley, the Cleveland storager & Am'n Chain proxy, to visit him at his summer home at Meredith, N. H. Well, we started thence & got as far as Montreal & changed our mind & switched southerly straight back to Gotham.

An ugly rumor was circulated that by the time we got to Montreal we was financially exhausted. Such was not the case. The truth is that in Montreal we got a letter disclosing to us what Alt's daily schedule is at Meredith, & that was the sole reason we dodged Meredith & returned to Gotham. Who can blame us upon reading Alt's routine, viz.:

6:	A.M.	Arise.
6:30	"	Wheelbarrow in hand, 100 yds to stable for wood.
7:	"	" " " 200 " for ice.
7:30	"	Rub down, water and oil the iron horse.
8:	"	Breakfast.
8:30	"	Two pails in hand, 300 yds for drinking water.
9:	"	More wood.
9:30	"	Seven miles to P.O. for mail.
11:	"	Through mail.
11:30	"	More wood.
Noon:	"	Read morning papers.
1:	P.M.	Dinner.
2:	"	Answer correspondence (some times).
3:	"	Bathing, fishing and boating.
5:30	"	Seven miles to P.O. for mail.
6:30	"	Supper.
8:	"	Bed. Prayers. Thank God. Pray for more wood."

The 8 A.M., Noon, 1 P.M., 3 P.M., 6:30 P.M. and first three portions of 8 P.M. items did not scare us any, but on a/c of other items we felt compelled to dodge Alt's invite.

Ye Ed. has acquired an elegant gold-headed cane equipped with a tiny clock (timepiece), gifted to us by our 90-year-old great uncle.

storager, is a member. We have not yet examined the books to see might Looie be behind in his dues.

An item to fill this space was sent down to the composing room but somebody or other sent it back saying it was too long so we had to substitute this one, which is probably just as good anyhow.

Arapahoe

An unidentified and anonymous poem-mfgr in Chicago has contributed an infliction re the 1-day cruise which some of the C. W. C. delegates, Ye Ed. inclusive, took aboard Ed. Lee's and Sid Smith's gasoline cruiser on July 3. We don't think much of rhyming "cool again" with "Michigan" but we are shy on copy this mo., so here it is:

"When you haven't got a lap of dough, feel you'd like to slap a foe, wish you had some place to go, just to get cool again, ain't it a grand and glorious feeling? To get aboard the Arapahoe, Hear Ed. Lee say 'Come below,' and Sidney Smith say 'Here we go.'? Oh, you Lake Michigan.

We couldn't paragraph each line of the foregoing poem, on account we are crowded for space this mo.

New honors has come to Ye Ed., who has been elected sec. of the B'klyn Press Club, of which Louie Firuski, the B'klyn

READERS' FORUM

DISTRIBUTION & WAREHOUSING will welcome receipt of letters from men in the warehouse and distribution fields who have something worth while to say for the benefit of others. Communications of this character should be addressed: Readers' Forum, Distribution & Warehousing, 239 West 39th Street, New York City

Publicity for Warehousing Is Essential

in Educating Shippers on Economy in Distribution

EDITOR, *Distribution & Warehousing*: Regarding the field of activities of the warehouse industry and its inter-allied relations with other lines of industry, I believe that American merchants and those interested in financing commerce have within the last two years and the last few months more strongly become convinced of the fact that public storage presents a most economical manner of distribution and is a part of transportation which cannot for economical reasons be overlooked.

In all wisdom it is the first duty of commerce to protect itself in the manner of costs of operation and overhead expense, and surely no business can be operated economically without taking advantage of all the modern labor saving devices and short cuts in operation—economical distribution and selling—so that warehousing and distribution enter in as a very strong factor, as do insurance, finance and other costs of doing business.

You have seen within the last few months many of the large nationally known corporations giving up their private owned warehouses and taking advantage of public warehouses. This, as I see it, is brought about from the viewpoint of the fact that in most lines private owned warehouses are a necessity only at a time of the year when maximum loads have to be carried. For this reason private owned plants are conducted at a loss during many seasons of the year, and what is true of the situation with the large shipper is also true with the small shipper.

I believe that the publicity of warehousemen in selling their wares is a very essential feature, thereby educating shippers to forward goods to the most economical point for distribution in car-loads and thus take advantage of the enormous possible saving.

The increase in freight rates has probably been the one thing more than any other which has very strongly brought the possible utility of warehouses to the notice of many shippers who formerly have not used storage service. Again, the great possibility of financial assistance for the storage of raw material and finished products by the use of

negotiable receipts; and, finally, undoubtedly, the greatest saving of all—for the merchants to store goods at various points, issuing orders on the warehouse direct and conducting their sales campaign from their office instead of through brokers.

Some warehousemen would undoubtedly wish to debate the question as to whether storage men should endeavor to feature the point of eliminating the broker, as many of our staunch supporters are found among the brokerage fraternity. However, I believe it is only a question of time when the manufacturers will see this point and eventually all will be taking advantage of this great saving, which probably covers 20 per cent. of the cost of distribution and is

such a large item that it cannot be overlooked.

As I have said to you on many occasions, I personally appreciate all that you have done and are doing as an individual and through *Distribution & Warehousing* for the storage men of the United States. The efforts of yourself and of those of a few of the special committees of various organizations have been the means within the last few years in an educational way of bringing the standard of the storage business to its present point of high efficiency and I can do no other than to congratulate you.—Alton H. Greeley, president General Cartage & Storage Co., Cleveland (and president, American Chain of Warehouses.)

Handling Charges on Unclaimed Freight

What Is Warehousing Practice Generally?

EDITOR, *Distribution & Warehousing*: In your May issue "C. L. C., Pittsburgh," discussing handling charges on unclaimed railroad freights, says that in his experience he found "that an increased charge on such business is merely in the way of making that particular business stand its own expense and losses."

Should we understand from this that it was his practice to accept from the railroads this class of storage under agreement to rely solely upon his lien as warehouseman for payment of charges in all events? What, indeed, is the rule with warehousemen generally in handling such storage?

Our position is in accepting unclaimed freights from the railroads, in the absence of any agreement to the contrary, and we never make any agreement other than that implied by law between the warehouseman and storer, that the railroad is the storer; that there are no contractual relations between the consignees and the warehouseman, and that the railroad is liable to the warehouseman for payment of any and all charges and expenses that cannot be gotten out of the thing stored after due advertise-

ment and sale at public auction.

It is necessary for railroads to send these unclaimed freights to the public warehouse to relieve terminals, but in doing so they do not surrender control; the transaction is primarily for their benefit, and unless the warehouseman so elects he cannot be called upon in law to stand any loss.

Our object in writing this is to find out what is the nature of the agreement under which such business is accepted, and what is the practice among warehousemen generally.—William N. Wilson, Treasurer, Security Storage & Safe Deposit Co., Norfolk, Va.

Canadian Freight Revenue Figures for 1920

Canadian railroads earned a total revenue from operations of \$491,938,857 in 1920, an increase of \$83,340,496 over 1919, but owing to increased operating expenses the net operating revenue was \$13,936,003, a decrease of \$17,873,265.

The revenue freight carried one mile increased 4,942,584,394 ton-miles, or 18 per cent.

Comparative Rate Sheet Showing Through Combination C. L. and L. C. L. Tariffs

New Orleans, Aug. 17.

EDITOR *Distribution & Warehousing*. The writer has read with much interest Mr. William J. Buchanan's article in the August issue of *Distribution & Warehousing* treating on the subject of the distribution of manufactured articles in l.c.l. quantities, by shipping in minimum carloads to points offering carload commodity rates and transshipping in l.c.l. quantities to final destination.

The traffic department of our Corporation has been advertising this advantage to shippers for some time past in the form of a letter of explanation showing exact cost accompanied by a printed comparative rate sheet giving through combination carload and less-car-load rates to the most important destinations located in this immediate territory. The rate scale shows the cost of transportation, carload, from point of origin to New Orleans, both by all-rail route and water and rail combination; the cost of drayage, clerical work and other detail connected with trans-shipping at this point and the less-than-carload rate from New Orleans to final destination in comparison to the through less-than-carload rate direct from point of origin to final destination.

I am inclosing herewith a copy of "the comparative rate sheet," showing a saving varying from $12\frac{1}{2}$ c. per 100 pounds to 80c. per hundred on canned goods originating at Balti-

STATEMENT SHOWING COMPARATIVE COST OF DISTRIBUTING CANNED GOODS DIRECT FROM BALTIMORE, MD., AND THROUGH THE DOUGLAS PUBLIC SERVICE VIA NEW ORLEANS

To Points in Louisiana	L.C.L. Direct Rail	Carload to N. O. All Rail & Water	L.C.L. from N. O.	Ware- house Handling	Total Car Routed	8	Saving Column No. 6	
							1	2
Baton Rouge ..	132	73 1/2	59 1/2	50	10	133 1/2	119 1/2	0
Bogalusa	182	73 1/2	59 1/2	55	10	135 1/2	124 1/2	43 1/2
Franklin	182	73 1/2	59 1/2	69 1/2	10	153	139	29
Kentwood	172	73 1/2	59 1/2	59 1/2	10	143 1/2	129	28 1/2
Monroe	209	73 1/2	59 1/2	111 1/2	10	195	181	14
Morgan City...	177	73 1/2	59 1/2	61	10	144 1/2	130 1/2	32 1/2
Patterson	179 1/2	73 1/2	59 1/2	64	10	147 1/2	133 1/2	32
Slidell	132	73 1/2	59 1/2	24	10	107 1/2	93 1/2	24 1/2
To Points in Mississippi								
Biloxi	132	73 1/2	59 1/2	34 1/2	10	118	104	14
Brookhaven	172	73 1/2	59 1/2	75	10	158 1/2	144 1/2	13 1/2
Columbia	193 1/2	73 1/2	59 1/2	62 1/2	10	146	132	47 1/2
Greenwood	172	73 1/2	59 1/2	72 1/2	10	156	142	16
Gulfport	132	73 1/2	59 1/2	34 1/2	10	118	104	14
Hattiesburg	162	73 1/2	59 1/2	75	10	158 1/2	144 1/2	0 3/2
Jackson	172	73 1/2	59 1/2	84 1/2	10	168	154	0 4
Laurel	162	73 1/2	59 1/2	75	10	158 1/2	144 1/2	0 3/2
Meridian	172	73 1/2	59 1/2	84 1/2	10	168	154	0 4
Moss Point	193 1/2	73 1/2	59 1/2	44	10	127 1/2	113 1/2	66
Tylerland	193 1/2	73 1/2	59 1/2	62 1/2	10	146	132	47 1/2
New Orleans	132	73 1/2	59 1/2	.. Dray 08	81 1/2	67 1/2	50 1/2	64 1/2

Columns 3, 7 and 9 apply on shipments routed via New York and the Morgan Steamship Line.

Rates are compiled and based on the 100 pounds.

Rates quoted in Column 5 do not include storage.

A minimum charge of 50 cents will be made for drayage to depots and consignees located within the wholesale jobbing district of New Orleans.

Rates subject to change to conform to rail and (or) water tariffs legally on file at time any consignment is offered such lines for shipment.

more, Md., and points taking same rates, when handled in the manner outlined above.

Mr. Buchanan's idea regarding the handling of less-than-carload freights is perfectly right. The writer, during his association with railroads for some eight years, knows that the expense and burden of handling l.c.l. merchandise on the railroads is by far greater than handling the same

commodities in carload lots. Everyone who has any idea or knowledge of railroad tactics or rules understands that high-class merchandise in carload lots is given the preference in handling over mixed freight, dead freight and less-than-carloads. It is much easier to handle, therefore cheaper to haul.—D. G. Hitchcock, *Traffic Manager, The Douglas Public Service Corp.*

French, English and Germans Pack South American Goods Right—Why Not Yankee Shippers?

THE importance of proper packing of goods shipped by American manufacturers to points in Peru is emphasized in a letter received by the Security Storage Co. of Washington, D. C., from Commander C. G. Davy, U. S. N., at Lima. French, English and German goods arrive intact; American goods arrive packed so poorly as to be subject to pilferage at the docks—so warns Commander Davy.

The occasion of the navy officer's warning was the receipt of a consignment shipped by the Security company, Commander Davy commenting: "That was the only shipment that ever came to Peru from anywhere without a crack or a break of any kind." He continued:

"In connection with the proper packing problem, I do wish something would be done. I shall give you a case of my own. I am about to purchase some

very delicate and expensive electrical equipment, and some very expensive analytical equipment for advanced chemical analysis. I want to buy all this at home, but I actually believe I shall have to buy it in France, because I know the breakage will be enormous if it comes from America, and I know it will be *nil* if it comes from France.

"What shall I do? What would you do? This port receives tons of American goods (consigned to foreign agents). The Peruvian like our goods. The port is notorious for its dockage robberies, to such an extent that some companies will not insure goods invoiced here.

"The reason for all this pilferage is rotten packing. Robbery is invited. The war is over, and the German and English articles are coming in for this reason—they arrive intact. Every thousand dollars' worth of European

goods means a thousand dollars less of American goods. Don't you think it is something to worry about?—and mostly because we won't pack our goods properly, in spite of years of pleading by our consuls and commercial attachés and American citizens living abroad."

Better Packing Campaign

NEW YORK, Aug. 24—Employees of the Southern Pacific Co. are planning an intensive campaign, to last throughout September, to demonstrate among themselves what can be done in handling freight without loss, damage or errors. The drive, which is undertaken in conjunction with the efforts by the railroad to educate shippers to the value of proper marking, packing and loading of their engagements, so that loss and damage to freight in transit may be cut down, will take in the entire system.

What Warehousing Wants in FEDERAL LEGISLATION TO REGULATE COLD STORAGE

*Representatives of Industry Present Views
Before House Committee on Agriculture*

THE Committee on Agriculture of the House of Representatives, in its consideration of Federal legislation for regulatory control of the cold storage industry, has before it the opinions of the warehouse industry as to what should and what should not be placed on the statute books.

The views of representatives of the cold storage subdivision of the American Warehousemen's Association, and of various cold storage warehousemen individually, were presented at a hearing—the report of which is now available—before the House Committee on Agriculture at Washington on June 14, 15, 16 and 24, by the following:

Frank A. Horne, chairman of a Joint Committee Representing Cold Storage Warehousemen and Affiliated Industries. Mr. Horne is president of the American Association of Ice and Refrigeration and president of the Merchants Refrigerating Co., New York. He represented also the New York Mercantile Exchange.

R. H. Switzler, vice-president of the American Warehousemen's Association. Mr. Switzler represented the St. Louis Refrigerating & Cold Storage Co., of which he is secretary and manager.

TO the House committee Mr. Horne and others made it clear that cold storage warehouse interests favored reasonable, and effective regulatory legislation drafted on the basis of uniform State laws, but that Congress should exercise care, as Mr. Horne phrased it, "so that serious injury shall not be done to any branch of the industry."

On behalf of the interests he represented Mr. Horne prepared a formal statement which was made the basis of subsequent testimony. Each point referred to was taken up separately and discussed with members of the House Committee, in an effort, on the part of the cold storage interests, to harmonize differences and meet the wishes of the House Committee without sacrificing the position which Mr. Horne and others had hitherto taken.

In order that the warehouse industry may familiarize itself with the opinions presented to the House Committee on behalf of the joint cold storage committee of which Mr. Horne is chairman, *Distribution & Warehousing* herewith presents the statement prepared by him:

"THIS discussion will relate to the Second Conference Report No. 1412 dated March 3, 1921, and entitled

J. R. Shoemaker, general manager and secretary of the Hygeia Refrigerating Co., Elmira, N. Y. Mr. Shoemaker represented the New York State Cold Storage Association, of which he is president, and the cold storage sub-division of the American Warehousemen's Association.

Gardner Poole, president of the Commonwealth Ice & Cold Storage Co., Boston, a member company of the A. W. A. cold storage sub-division. Mr. Poole represented the United States Fisheries Association, of which he is president.

William J. Hogan, president of the Indiana Refrigerating Co., Indianapolis, and president of the Ninth Street Terminal Warehouse Co., Cleveland, both member companies in the A. W. A.

L. B. Kilbourne, Chicago, representing the Central Cold Storage Co. of Chicago, a member company in the A. W. A.; and the Minneapolis Cold Storage Co., Minneapolis; Omaha Cold Storage Co., Omaha; and C. H. Weaver & Co., wholesale dairymen of Chicago.

William H. Parks, president of the Eastern States Refrigerating Co., Springfield, Mass., a member company of the A. W. A.

'Regulating Shipment of Cold Storage Foods in Interstate Commerce,' and to Bill H. R. 282 introduced April 11, 1921, by Mr. Hutchinson and referred to your Committee.

"For the purpose of definiteness,

reference will be made only to such provisions of the above legislation in which the speaker desires to respectfully offer suggestions for changes and amendments.

"*Definition of the term 'cold storage':*

"*Second Conference Report.* We oppose the definition of the term 'cold storage' contained in this report which reads as follows:

"Section 2, sub-division (c)—The term cold storage means the storage or keeping of any article of food at or below the temperature of forty-five degrees above zero (Fahrenheit) in a cold storage warehouse."

"We contend that this definition should be limited by the exclusion of chilling and precooling for not more than thirty days during the process of distribution and in transportation in refrigerator cars.

"H. R. 282 We favor the definition stated in this bill reading as follows:

"Section 2, sub-division (c)—The term cold storage means the storage or keeping of any article of food at or below the temperature of forty-five degrees above zero (Fahrenheit) in a cold storage warehouse, but does not include chilling or precooling therein for not more than thirty days for

LEGISLATION

IT is apparent that Congress is determined to enact Federal legislation providing regulatory control of cold storage interests.

In order that no statutes should be enacted which might react against the cold storage branch of warehousing, representatives of the industry placed their views in the records of the Committee on Agriculture of the House of Representatives at hearings held in Washington before that Committee, which has various proposed bills under consideration.

What those views are is told in this article. The merchandise warehouseman, who stores canned goods and other foodstuffs which do not require refrigeration, will be interested equally with the cold storage executive.

manufacture, sale or transportation.'

"The language used in this bill is the same as that employed in the bill which passed the Senate in the last Congress.

"Cold storage legislation as generally understood and as enacted by the several States proposes to regulate storage for periods of time over thirty days in duration but does not propose to control the handling of goods under refrigeration in the ordinary process of transportation and distribution from producer to consumer. It is therefore necessary that the definition of cold storage should be clear and explicit in order not to unduly hamper the handling of our perishable foods.

Chilling and Precooling

"It has been affirmed that the exclusion of temporary cooling and chilling places and refrigerator vehicles was done to prevent evasion of the law by the transfer of products from one such place or vehicle or another. This is an unfair assumption because it is absolutely impractical and prohibitive as to expense. It can be guarded against by a provision making it unlawful to transfer in commerce from one warehouse to another or from one temporary cooler to another for the purpose of evading the Act.

"Definition of the term 'article of food':

"In substitution for the listed articles contained in both the *Second Conference Report* and in *H. R. 282*, we suggest the following definition:

"Section 2, sub-division (d)—

—The term "article of food" means fresh meat, including all fresh edible portions of food animals, fresh fish, fresh poultry, drawn and undrawn, fresh game, eggs or portions thereof, if in shell, dried, or frozen, butter, oleo-margarine and butter substitutes, but does not include such articles not intended or designed for food purposes which are plainly and conspicuously marked in such manner as to show the fact in accordance with the regulations under this Act."

"The above list of food products are practically the same as appeared in the bill which passed the Senate in the last Congress with the exception that dried eggs are added. It also is in agreement with articles of food mentioned in the various State laws and in the Uniform Cold Storage Law. The principle to be applied here is that only such perishable foodstuffs as absolutely require cold storage should be included. Other articles which are frequently carried in general storage particularly in certain parts of the country, should not be in the list for the reason that the inclusion of such products would have the effect of having them stored in general storage which, while this would not necessarily harm the goods, would not be to their best advantage.

What Is "Cold Storage"?

"Definition of the term 'cold storage warehouse':

"*Second Conference Report.* The definition of this report specifically includes refrigerator cars or vessels and fails to except temporary cooling and chilling rooms. As stated before, this provision is contrary to the practice in State legislation and would seriously

hamper trade in perishable foods and be practically impossible of enforcement in connection with other provisions of the report.

"Attention is called to the recently revised New York State Cold Storage Law in reference to this matter. This law was amended at the last session of the Legislature at the instance of the Department of Farms and Markets of the State. The definition of the term 'cold storage warehouse' as defined in the New York State Act is as follows:

"The term "cold storage warehouse" as used in this article shall mean any establishment or structure, or portion thereof, in which food is commonly stored and which is artificially cooled to or below a temperature above zero of forty-five degrees Fahrenheit, except (1) a refrigerator vehicle used as such or (2) an establishment or structure or portion thereof used exclusively for storage of any article or articles for the sole use of the occupant, owner, or maintainer thereof, for consumption by himself or his family or guests, or (3) a temporary storage place as defined in this article."

"Attention is called to the fact that refrigerator vehicles and temporary storage places are specifically excluded. In the New York State Act the term 'temporary storage place' is defined as follows:

Temporary Storage

"The term "temporary storage place" as used in this article shall mean any establishment or structure, or a separate and distinct portion thereof, artificially cooled to or below a temperature of forty-five degrees above zero Fahrenheit in which food is stored for periods in no case exceeding thirty days."

"It is further provided that in certain cases where goods are stored for periods not exceeding thirty days at a low temperature a permit is required, when the goods must be marked with the date of receipt only.

"An additional provision on the transfer of foods provides as follows:

"The transfer of any food from one cold storage to another or from one temporary storage place to another for the purpose of evading any provision of this article is hereby prohibited."

"This clause prohibits any revolving process of transfer for the purpose of evading the provisions of the law, particularly the time limits set in the Act.

"We contend that the language of the Federal statute should be in such terms as to properly define and regulate a cold storage warehouse so far as goods in inter-state commerce are concerned when carried in storage beyond thirty days, but that the control of temporary storage, including chilling, precooling and refrigeration during transportation, should be excluded. Whatever regulation may be necessary for such refrigeration should be administered and provided for by the respective States, as is adequately done in the case of the State of New York.

"*H. R. 282.* We favor the definition contained in *H. R. 282* of a 'cold storage warehouse' for the reasons previously stated. The definition in this bill of a cold storage warehouse properly excludes a 'car, vessel, or other vehicle of transportation used as such, or a place used

solely for chilling or precooling, for manufacture, sale or transportation.'

Marking

"Marking Provision:

"*Second Conference Report.* Section 3, sub-division (a) of the report reads as follows:

"It shall be unlawful at any time more than 30 days after an article of food is first placed in cold storage, for any person to ship, deliver for shipment, sell or offer for sale, in commerce, or to hold in cold storage in commerce, or having received in commerce, to sell or offer for sale in the original unbroken package, such article of food, unless it is plainly and conspicuously marked, in accordance with this Act and the regulations thereunder, in such manner as correctly to show (1) the words 'Cold Storage,' (2) all the dates when put in and taken out of cold storage, and (3) the names and locations of all the cold-storage warehouses in which stored, or suitable distinguishing designations thereof approved by the Secretary of Agriculture for the purpose."

"This provides that goods shall be marked if articles of food are stored for more than thirty days after being first placed in cold storage. This is a most unusual and questionable requirement. It presupposes that goods need not be marked until after the first thirty days have elapsed, which is both impracticable in operation and impossible of enforcement.

"Furthermore in many cases it is not known when goods are placed under refrigeration, whether they will remain for over thirty days and therefore the marking requirements can not be anticipated.

"Another serious difficulty is that under this provision articles of food are not required to be marked during the first thirty days in cold storage which may be in the production area, but for subsequent carrying in cold storage at, say, a terminal warehouse for the ensuing seasonal period, the products must be marked with original data, including date of receipt, the words 'cold storage' and names and locations of all the cold storage warehouses prior to receipt, in warehouse. Unless this information appears on the goods the warehousemen at the terminal point would not have the facts and would be compelled to violate the law.

Would Avoid Confusion

"After much study and observation we affirm that the only method of handling the problem is to exempt the cooling and chilling rooms and refrigerator cars for a period of not exceeding thirty days, of requiring all goods shall be marked when placed in cold storage warehouses, but permitting the erasure of the words 'cold storage' when removed for consumption prior to the expiration of the first thirty days period.

"Should this provision be retained not requiring marking during the first thirty days there would be injected endless conflict and confusion in connection with existing State laws and regulations which provide that products shall be marked when received, but which exempt temporary cooling places. In some cases the Federal law would say that 'articles of food' need not be marked,

while the State law would require that they be marked. If such articles are 'in inter-State commerce, a question of priority of regulation would arise and difficulty occasioned in any case.

"Sub-division (b) is the same in the Second Conference Report and in H.R. 282:

An Ambiguous Provision

"Sub-division (c). This sub-division relates to the mixing or mingling of articles of food which have been in cold storage with articles of food whether or not of the same kind which have not been in cold storage. This provision is objected to as being ambiguous and unnecessarily burdensome. Apparently it would cover manufactured and canned articles of food in which the form and nature is entirely changed and therefore appears to be beyond the intent and purpose of the proposed law. The provision covering mixing and mingling as contained in H.R. 282 is clear and definite and similar to the regulations of this character in the State laws. It would seem that unless the resultant mixture is again placed in cold storage the provision is entirely impracticable and unnecessary.

"H.R. 282. Section 3. We favor this section as covered by H.R. 282 but suggest the insertion of the words 'or the container thereof' in sub-division (a) on page 4, line 4, after the word 'food.' Sub-division (a) provides for the marking in accordance with the practice or many of the States, but provides that the words 'cold storage' may be removed immediately preceding sale in commerce before the expiration of thirty days following the date when such article of food was first placed in cold storage.

"A provision almost exactly the same now appears in the New York State statutes and a similar provision appears in the Illinois law. This provision assumes that goods stored in a cold storage warehouse under the definition shall be marked with the various required data when the goods are received. This is necessary in all large cold storage warehouse units and is also advantageous from the standpoint of enforcement. The provision for erasure is necessary, however, in the case of goods which are stored for a few days for temporary protection by merchants who have no cooler rooms of their own for temporary storage.

"Sub-divisions (b) and (c) in this bill properly and adequately cover the conditions regarding marking in the case of sub-divisions or when products are mixed or mingled.

Time Limits

"*Time Limits:* The provisions covering time limits is the same in both the Second Conference Report and H.R. 282. In both cases there is an exception providing that the Secretary of Agriculture may extend the twelve months period of time in respect to frozen eggs and portions thereof to not more than eighteen months, following the original date of storage. We believe this privilege of extension should not be applied to frozen eggs alone, but should be applied to all articles of food so that instead of the language now used the following should be substituted:

"except that the Secretary of Agriculture may, in his discretion, for a good cause shown, extend the

period of time to not more than eighteen months following the date when such articles of food were first placed in cold storage."

"The same purpose and conditions lead the Conferencees in both the first and second conference reports to except frozen eggs apply to other articles of food which are to be included in the law. Unless under proper restriction there is some provision for extension a very serious loss and irreparable damage may occur not only to the owner of the products but indirectly to the producer and consumer. Such an extension privilege is given in various state laws and there is no case on record where an abuse of this privilege has occurred.

"Reports:

"Second Conference Report. We also oppose that part of Section 10 of the Conference report which covers the question of ownership. We, therefore, strongly urge the omission of the word 'ownership' in line 13, section 10, sub-division (a) of the Second Conference Report for the reason that a report of ownership would imply a voluminous record of many thousands of persons who store goods from time to time. Such reports would be impossible for the warehousemen to prepare and would be utterly valueless when received by the Government.

As to Statistics

"Moreover under negotiable warehouse receipts a large volume of goods are practically stored for the account of the bearer of the receipt which passes from hand to hand by endorsement. The provision concerning reports is for the purpose of securing statistical information as to totals and other information which can be given in general terms; specific items should not be required in any such reports.

"H.R. 282. Section 10, sub-division (a). We favor the provisions as stated in this sub-division, with the exception that we greatly desire that the words 'and ownership' be stricken out on Page 8, line 25, for the reason stated above.

"Enforcement and Penalties:

"Second Conference Report. Section 12. We favor placing a period after the word 'him' on page 5, line 8, and striking out the remainder of the section. The provision stricken out provides that written guarantees may be required from persons who are in possession of the articles of food to establish whether such products have been in cold storage or not and marked according to the Act. This places an unreasonable and unfair burden upon a person, particularly at the intermediate and terminal point, who either stores or handles perishable food products. It would practically force an innocent party to unwittingly violate the law or set up in his business machinery for securing guarantees which would produce endless friction and annoyance in business. We hold that penalties for violation should be restricted to the guilty parties and to others involved who may have knowledge that a violation of law has been committed.

"H.R. 282. Section 12. We oppose the same provision in this bill with respect to guarantees, and suggest striking out that portion of the section.

"The organizations and other interests which the speaker represents have consistently and steadfastly favored reasonable and effective federal cold storage legislation drafted in harmony with the uniform cold storage law and various

cold storage acts of the several States. We believe that such a law would serve to unify the regulatory control of the industry and stabilize the great economic service which the cold storage business is increasingly rendering to the people of this country. We affirm however that, in view of the many and varied interests concerned, exceeding great care should be exercised by Congress so that very serious injury shall not be done to any branch of the industry. We believe that the general purpose of this legislation and the interests of the people of the country will be adequately served if the suggestions made by the speaker and other men who will appear before you, should be followed in so far as they are constructive in character and based upon experience and a high sense of the public welfare."

Warehouseman's Liability

M R. SWITZLER in his statement entered objection to a certain provision common to various cold storage bills before the House. This provision, as Mr. Switzler explained it, "undertakes to make the warehouseman liable by implication for the act, omission or failure of other persons not acting for him prior to the time when the article of food came into his possession." Mr. Switzler continued:

"In the first place this portion of the section undertakes to make the warehouseman liable by implication for the act, omission or failure of other persons not acting for him or employed by him prior to the time when the article of food came into his possession. It is not in conformity with the general principles which govern criminal legislation to make any person liable criminally for the acts, omission, or failure of other persons over whom he has no control. The mere receiving of goods into cold storage cannot carry over to the receiver violations of the act which may be imputable to the person who delivers the goods. If it is the intent of the law to prohibit the offer for cold storage of goods not in proper condition or not properly marked, the law should so provide, and not attempt to throw that burden upon the warehouseman, who should be held solely for his own acts or acts of his employees—not for the acts of other persons.

An Unfair Burden

"It is also a violation of the general principles of legislation to place upon the warehouseman the burden, as provided in the next line of the section, of showing that 'such violation was not knowingly committed by him.' The action in this case is not in any event his, and an intent to violate the law is properly a burden of the prosecution. The person charged with an offense is presumed to be innocent.

"Having attempted to throw an offense upon the warehouseman by implication, the law then undertakes to relieve him if he establishes a written guaranty signed by some other person who shall be a resident of the United States, from whom he obtains possession of certain effects. This, on the face of

it, restricts cold storage to persons who are residents of the United States, although the act undertakes to regulate the shipment and storage of goods in interstate or foreign commerce. It might be that the person who offered goods for storage was not a resident of the United States. Is it the intent that such an owner cannot store goods at all? Obviously the warehouseman would have to refuse to receive goods from a person not a resident of the United States, although such might be the only person by whom the guaranty could be made.

An Absurd Measure

"The bill then undertakes, in the event of a guaranty being given, to throw the offense of the warehouseman over upon the guarantor. The question would then be what offense the guarantor really committed. If he has made a false guaranty the law might well undertake to punish him for that. But how can the law transfer an offense committed by one person over to another by reason of a written instrument? The effort seems to be to create a criminal offense in analogy with the law of contracts, which is absurd.

"This provision is as improper in criminal legislation as the other. It undertakes to make the guarantor liable to prosecution for something which he did not do and over which he has no control.

"Apart from these theoretical objections to the provisions of this act, any attempt to apply it would most seriously hamper the business of the warehouseman. He would have no recourse in safety if the provision is valid, except to refuse to receive any goods into cold storage which are not accompanied by a guaranty. As goods come from all parts of the United States and from foreign countries, it would be in many cases entirely impossible to obtain such a guaranty, and goods received in car-load lots or otherwise would have to stand on the tracks or platform and perish from deterioration or be used up in demurrage while the warehouseman was endeavoring to get a guaranty. If this is the intent of the law, which seems to be unreasonably drastic, it would be better to prohibit entirely the storage of any goods unless a guaranteed statement came with them, and to make provision for the penalizing of persons making a false guaranty as an offense in itself, and, indeed, the only offense which could be properly charged to the person offering the goods in storage.

Responsibility

"It would seem that the whole purpose of the law would be accomplished by requiring each warehouseman to certify to his own acts, being responsible for them alone. The provision in the proposed act would render a large part of the cold storage business impracticable and cause the waste and unnecessary destruction of valuable property. The provision ought to be eliminated entirely, and if so desired the matter covered practically by reasonable regula-

tions by the Secretary of Agriculture respecting the receiving of goods into cold storage."

A Legitimate Business

MR. SHOEMAKER in his statement took exceptions to what he construed as previous implication of the existence of popular prejudice that cold storage is "partially illegitimate business and questionable." Cold storage, Mr. Shoemaker declared, "is as legitimate a business as that of the corner grocery or any other line of endeavor."

The latest amendment to the New York State cold storage law, regulating the marking of cold storage foods, was introduced into the record by Mr. Shoemaker. A member of the House Committee suggested that this be adopted *in toto*.

Mr. Poole's testimony related chiefly to the fishing industry. He subscribed to the testimony of Mr. Horne regarding cold storage warehousing's viewpoints.

Mr. Hogan told the House Committee that "all you gentlemen ought to be concerned in here is to see that the goods that go into cold storage are right." "It is perfectly all right to have them marked when they go in, if you want that information," he said, "but put some authority there to see that the goods are always good. . . . You should encourage cold storage, and I want you gentlemen to think of that when you are considering the situation you have here—that it is a matter directly affecting the public good. I do not care whether it is 30 days, 60 days, 90 days, or what not."

Mr. Kilbourne expressed opinion that more than 30 days should be allowed to market fresh butter, eggs and poultry passing through wholesalers' and dealers' hands on the way to market. To mark "cold storage" on such goods would, he contended, "decrease the price in the selling of the goods very much, on account of the very strong prejudice against cold storage; if 'cold storage' is on any such package offered for sale in the present condition of the public mind, it will reduce the price very materially."

No Popular Demand

Mr. Parks questioned whether there was any popular demand for national cold storage legislation. Alluding to the New Jersey law, passed at the instance of Woodrow Wilson when Governor, Mr. Parks continued:

"So far as I can see, it has done no one any good and little harm, except the expense of enforcing it, if, indeed, it is enforced. In a great many of his messages to Congress while he was President, Mr. Wilson continued to call for cold storage legislation. Where he originally found the great idea I do not know, but he surely followed it up well. Aside from this I do not believe that there is any real interest or popular demand for any such legislation, but it is equally true that up until the present time there has been no determined effort or interest displayed in stopping

this legislation in its entirety."

Mr. Parks urged the Committee to hold hearings in the middle West, so that the producer could be heard, before enacting any legislation.

The House Committee will meet further at the call of the chairman. There are four bills before it for consideration—H.R. 282, introduced by Representative Hutchinson; H.R. 2297, by Representative Sabeth; H.R. 4786, by Representative McLaughlin, Nebraska; and H.R. 7112, by Representative Haugen, Iowa.

COLD STORAGE MEASURE IS OPPOSED BY GROCERS

The proposed Federal cold storage measure known as the Haugen bill is opposed by the National Wholesale Grocers' Association. In a letter from Secretary Toulme to the organization's members he says in part:

"The most important feature of this bill from the standpoint of the wholesale grocer is its departure from the terms of the uniform cold storage law, already enacted in a number of States, in its definition of the term 'article of food.' This bill brings within the scope of its regulatory provisions, products which are largely and almost entirely handled by wholesale grocers and which products are not generally considered as perishable.

Limitation Urged

"The National Wholesale Grocers' Association has insisted and urged in the past that any proposed Federal cold storage law should properly be limited to fresh products. If enacted in this form the bill would differ materially from the cold storage laws now in force in a number of States. H.R. 9521, as originally passed by the Senate at the last session of Congress should be the cold storage law enacted if Congress determines to pass a law on this subject.

"This bill may become something more than a cold storage measure. Dating may be required on many important food products that cannot properly be considered fresh or perishable products, nor ordinarily within the true scope of cold storage regulation. There will hardly be room on some packages for all the names, dates and other statements that the bill proposes to require. You will see also that the provision requiring the names and location of cold storage warehouses to be branded, taken with the definition of cold storage warehouse, virtually requires the name and address of the manufacturer, as well as that of the wholesale grocer or other dealer to appear upon these particular products under certain circumstances."

General Motors Cuts Prices

PONTIAC, MICH., Aug. 17—General Motors Truck Co. announces price reductions on all its models:

		New Price	Old Price
Model K 16	1 ton.....	\$1495	\$1995
Model K 41	2 ton.....	3000	3250
Model K 71	3½ ton.....	4250	4500
Model K 101	5 ton.....	4650	5100

I. C. C. Hearings in

Investigation of Terminal Charges at South Atlantic and Gulf Ports

*To Be Held During September and October. War Department Report
Declares Railroad Storage Tariffs Are Only One-third of Those Charged
by Warehouse Companies*

THE Interstate Commerce Commission's hearings on charges for wharfage, handling, storage and other accessorial services at South Atlantic and Gulf ports—a situation in which warehousing is interested and which is expected to be productive of testimony from representatives of the industry—have been definitely fixed as follows:

At Norfolk, Sept. 19. United States Court Rooms.
At Charleston, S. C., Sept. 26. United States Court Rooms.
At Savannah, Sept. 28. United States Court Rooms.
At Jacksonville, Sept. 30. United States Court Rooms.

ABSORPTION of charges by railroads and by certain railroad-owned warehouses at some of the ports was discussed at the White Sulphur Springs convention of the American Warehousemen's Association last December. It was brought out that a number of the railroads were absorbing unloading charges at their own storage plants but were refusing to absorb the same charges when goods were unloaded at public warehouses. W. W. Morse, of Minneapolis, president of the A. W. A., subsequently appointed a committee—George S. Lovejoy, Boston, chairman—to represent the association in an endeavor to remedy the situation.

The situation was brought to the attention of the convention by Arthur P. Jones, president of Jones & Co., Norfolk warehousemen. It was the sense of the meeting that although certain discriminations as outlined were taking place largely at South Atlantic ports, nevertheless generally similar conditions prevailed or threatened at many ports elsewhere and that the situation was not without effect on warehousing conditions in the interior. It was this conviction which led to the decision by the A. W. A. to conduct an inquiry.

An Exhaustive Report

AN indication of how thorough is to be the Interstate Commerce Commission's investigation may be had from examination of a report prepared by A. H. Ritter, chief statistician of the War Department's Board of Engineers for Rivers and Harbors—a report which is expected to be introduced into the record.

This report covers the situation at

South Atlantic and Gulf ports only, but, it states, "the conditions found to exist at those ports are not uncommon to other sections of the country."

Declaring that Congress expects that localities receiving benefit from river and harbor improvements at the Government's expense will provide public terminal facilities to handle traffic, the Ritter report adds:

"To attract business, however, these

RAILROAD TERMINAL CHARGES

PRIVately-owned independent terminals at ports—and commercial warehouses are among such terminals—must, in order to attract business, "be able to offer service at rates comparable to those offered by the railroad terminals" at those ports. "Unfortunately, however, the terminal charges of the railroads rarely cover the cost of service."

So declares A. H. Ritter, chief statistician of the War Department's Board of Engineers for Rivers and Harbors, in a report to the Interstate Commerce Commission. Public hearings by the I. C. C. will be held during September and October in this port terminals situation, which is of vital concern to the storage industry.

The features of the Ritter report as they relate to warehousing are set forth in this article.

At Mobile, Oct. 3. United States Court Rooms.
At New Orleans, Oct. 6. Hotel St. Charles.

At Galveston, Oct. 10. Hotel Galvez.

The Commission desires to find out whether—under existing conditions affecting charges for services or facilities at ports—shippers, localities or descriptions of traffic are unduly prejudicial or preferred; whether growth, development or construction or improvement of terminal facilities at any port is unduly restricted; and whether the natural flow of commerce through ports and the economical and efficient handling of traffic at ports are unduly impeded.

public terminals, and also the privately-owned terminals open to the public, must be able to offer service at rates comparable to those offered by the railroad terminals.

"Unfortunately, the terminal charges of the railroads rarely cover the cost of service, but the roads are able to recoup these losses from the revenue received from the line haul. Where the business passes over a private or municipal terminal there is no opportunity to make good the losses involved in meeting railroad terminal charges.

"The privately-owned terminals in particular must be able to realize a reasonable return on the capital invested. The fact that they are unable to do so under existing conditions has resulted in discouraging the establishment of such terminals, and consequently in diminishing the facilities for interchange of traffic which are so essential to the development of commerce."

Conditions at Ports

WITH a view to obtaining information, District Engineers at Norfolk, Wilmington, N. C., Charleston, Savannah, Jacksonville, Montgomery, Mobile, New Orleans and Galveston were asked to report on rail-owned water terminals; existing tariffs at such terminals on through business for storage and wharfage and handling; rates for storage and wharfage and handling on local overseas business (not coming or going on through bills of lading) at such terminals; similar rates on such business handled at privately or municipally owned independent terminals; how such rates compare with fair cost of service, and kindred subjects. The district engineers were asked to express general conclusions as to the feasibility, or otherwise, under existing tariffs, of establishing

new terminals and of operating them profitably.

Replies from the district engineers may be summarized briefly as follows:

Norfolk

After mentioning that the privately-owned independent terminals at the Norfolk Warehouse Corp., Southgate Terminal Corp., Jones & Co., Inc., Seaboard Wharf & Warehouse Co., Inc., and Security Storage & Safe Deposit Co., and stating that, inasmuch as Virginia's Corporation Commission does not exercise jurisdiction over private warehouse rates, there are no standard rates for storage and wharfage and handling services furnished by the five warehouse companies mentioned, the district engineer goes into detail regarding rates charged by rail-owned terminals, and draws the conclusion that "it is not feasible to establish new terminals at Norfolk and operate them under existing port terminal tariffs except at great pecuniary loss."

Wilmington, N. C.

Here, privately-owned independent terminals are operated by the Wilmington Compress & Warehouse Co. and the Hilton Compress & Warehouse Co. The former made this statement to the district engineer:

"Wharfage, storage and handling rates in Wilmington have always been entirely too low compared with the cost of labor and the services rendered. This has been brought about by the failure of the railroads to adjust rates in line with the advancing labor costs. This terminal adjusts its rates according to amount paid labor, and so far has handled all business tendered to the satisfaction of our principals; however, on account of the rates at present in effect at the railroad terminals we have never received sufficient compensation for the services which we have rendered."

The district engineer concludes it is not feasible, under existing tariffs, to establish new terminals or to operate them profitably; but that one new terminal should be established "if the tariffs can be revised upwards" to the extent to be profitable.

Charleston, S. C.

The privately-owned terminals mentioned here are operated by the Charleston Compress and Wharf Corp., Middleton Compress & Warehouse Co.; South Carolina Warehouse Corp., and Oakdene Compress & Warehouse Co. Under existing tariffs it is not feasible to establish new terminals and operate them profitably, the district engineer reports.

Savannah	Brunswick, Ga.
Fernandina, Fla.	Jacksonville
Port Arthur, Tex.	Mobile
Port Aransas, Tex.	Gulfport
Port Bolivar, Tex.	Houston

The district engineers conclude that it would not be feasible, under existing tariffs, to build new terminals and operate them profitably. At Gulfport "the low tariffs would deter any private concerns from engaging in a terminal business." It is held that at Mobile it is

important that rates "be sufficiently high to attract investment in terminals by private capital, as well as by railroads."

New Orleans

The district engineer concludes:

"The State of Louisiana has a monopoly of ownership of waterfront within the city limits. The port authorities already control, by far, the greater percentage of wharfage available for general use. Under the above circumstances it is doubtful whether private terminals could be successfully operated in competition with the public terminals, nor is there apparently any need for them."

Miami, Key West, Charlotte, Fla.

The district engineer sees no opportunity for privately owned or municipal terminals.

Galveston

The district engineer doubts the advisability of building new terminals "at present high costs of construction and high rates necessary to attract capital." It is declared that the present terminals can take care of a considerable increase in commerce.

Beaumont, Tex.

The existing tariffs would allow a fair margin of profit on terminals constructed at pre-war costs, the district engineer concludes, but are believed to be insufficient to justify any additional construction at present high costs. The present tariff is being revised to provide for increased rates.

Railroad Rates Low

SEVERAL smaller ports are reported on. All the investigations were made early in 1920 when there was congestion. While this condition has been alleviated temporarily by reason of decline of business, the Ritter report holds, "it is certain that there will be periods of freight congestion in the future."

The following conclusions are drawn which is of importance to warehousing:

"The average charges for wharfage and handling at private and public terminals are approximately twice, and charges for storage approximately three times, those in effect at railroad terminals. The railroads receiving the rail haul, however, allow the private terminals only the rates which apply at their own terminals, and as these rates are not profitable the private terminals do not seek through business, but confine their attention largely to local freight. . . .

Cars Used for Storage

"The practice which railroads have followed of buying business with their terminals has been instrumental in causing serious congestion at our seaports, because it rendered financially impossible the construction of new terminals or the modernization of older wharves. During the recent transportation shortage, when shippers throughout the entire land were calling for cars, the classification yards and the tracks for many miles from the sea were filled with cars which could not be unloaded because of the lack of terminal facilities. Among other de-

ficiencies there is a great shortage of storage facilities, and this shortage has resulted in the use of cars for storage which should have been used for transportation. Because of the inadequate terminal facilities, vessels are unable to obtain their cargoes promptly, and their stay in port is thereby greatly increased. Unlike cars, which obtain some revenue from demurrage, vessels held in port are accumulating heavy charges from which there are no returns. Vessels are earning only when in motion, and time spent in port not only results in heavy direct and fixed charges, but also in the loss of revenue, amounting in all to \$2,000 to \$4,000 a day on freight vessels of the larger class. Moreover, the delays in port, both by cars and ships, decrease the efficiency of our transportation system, and cause a shortage of equipment and terminals. . . .

Remedies Suggested

"To permit the free flow of commerce through our ports, the obstacles in the way of creating modern terminals must be removed, and since the carriers themselves can not be expected to initiate the necessary reforms, prompt steps should be taken by the United States. Two remedies have been suggested: First, a scale of terminal charges sufficient to cover the actual cost of the service, plus a reasonable return on the investment. This would enable private terminals to operate if the railroads were obliged to pay them such charges for services actually performed. Second, the discontinuance of the practice of absorbing terminal charges in the rate for the haul.

"The latter remedy has been widely advocated, but clearly presents some difficulties in its application, and necessarily implies a complete revision of all rates to and from water points.

Municipal Ownership?

"In some cases an effective remedy would be the ownership and operation by the State or municipality of all water terminals used for public transportation purposes, including a belt line railroad affording connection with all wharves and with all railroads serving the port. With the switching, wharfage, handling and storage charges, in the hands of the State or municipality, every terminal within the port might expect equal treatment, and the responsibility for providing adequate facilities would rest squarely upon the community itself. This remedy is not practicable at many localities, however, owing to the extensive occupation of the water front by private interests.

Searching Inquiry Urged

"The difficulties confronting the solution of the problems herein considered are fully recognized, and it is obvious that decision as to the wisdom of any plan for correcting existing conditions should be reached only after the most searching investigation of its effect upon the movement of traffic and the relationship between competing ports.

"The matter is of such importance to the commerce of the country and the success of the merchant marine, however, that no difficulties should be allowed to stand in the way of securing an adequate remedy."

SIXTEEN NEW MEMBERS ELECTED INTO A. W. A.

\$75,000,000 Japanese Company Among Newcomers, Who Include Also Three Canadian Concerns

PITTSBURGH, Aug. 8—Sixteen more storage companies have been elected to membership in the American Warehousemen's Association during the past month, it is announced here by Charles L. Criss, general secretary. They are:

Albert Adams Storage & Transfer Co., Zanesville, Ohio. With merchandise and household goods sub-divisions. Albert J. Adams is manager.

Carnahan's Transfer & Storage Co., Alexandria, La. With merchandise and household goods sub-divisions. Company is owned by W. N. Carnahan.

Charles E. Tough, New York City. With merchandise sub-division. Engaged in automobile storage only.

Duluth Van & Storage Co., West Duluth, Minn. With household goods sub-division. F. A. Sheridan is president and treasurer and C. C. Sheridan is secretary.

Gifford Warehouse Co., Montreal, Canada. With merchandise sub-division. H. L. Rutherford is president and R. S. Langlands is secretary-treasurer.

Hamilton Terminal Warehouses, Ltd., Hamilton, Ont., Canada. With merchandise sub-division. Officers include W. H. Myles, president, and Robert Barr, secretary. R. R. Diehl is manager.

Hugh F. Ward & Brother, New York City. With household goods sub-division. Company is partnership of Hugh F. Ward and John P. Ward.

Lehigh Warehouse & Transportation Co., Inc., Newark, N. J. With merchandise sub-division. C. H. Gulick is president and Albert B. Drake is secretary.

MERCHANTS ICE & COLD STORAGE CO., San Antonio. With cold storage sub-division. Officers include Eugene Nolts, president, and C. W. Fichtner, secretary and manager.

MERCHANTS WAREHOUSING CO., Wilkes-Barre, Pa. With merchandise sub-division. Henry German, Jr., is proprietor.

Monarch Transfer & Storage Co., Kansas City. With household goods sub-division. Officers include Daniel P. Bray, president, and W. F. Cook, secretary.

SCOTT BROS. FIREPROOF STORAGE CO., Cleveland. With household goods sub-division. O. L. Scott is president-treasurer and William E. Jaslin is secretary.

SECURITY STORAGE & CARTAGE CO., Calgary, Alberta, Canada. With merchandise sub-division. Officers include R. J. O'Neil, president, and D. J. McKitterick, secretary.

SUMITOMO GOSHI KAISHA WAREHOUSES, Osaka, Japan. With merchandise sub-division. Baron K. Sumitomo is the principal owner. With more than 1,000,000 square feet of storage space this company is engaged in storage, landing, shipping, stevedoring, etc., and acts as customs brokers. Its capital of about \$75,000,000 is employed also in other enterprises, including mining and copper and steel plants.

"The King" Storage & Moving Co., Bartlesville, Okla. With household goods sub-division. Company is owned by B. E. King.

Wallace Transfer & Forwarding Co., Cincinnati. With merchandise sub-division. C. A. Marshall is president and S. Marshall is secretary and treasurer.

The Motor Transport Co., Tampa, Fla., has gone out of business and has been dropped from membership.

Alton H. Greeley, Cleveland, has been appointed chairman of the association's insurance committee, in place of O. C. Mackay, Boston, resigned. C. C. Daniel, Kansas City, has been appointed chairman of the committee on warehouse construction and labor saving devices in place of William T. Bostwick, New York, resigned.

Omaha Company Adopts New Name

OMAHA, NEB., Aug. 19—"Bekins Omaha Van and Storage" is the new name selected by the Omaha Van & Storage Co., 806 South Sixteenth Street, which has been in business here for thirty years. The additional title is the name of the proprietor, John Bekins.

Portland, Ore., May Provide Cold Storage Facilities

PORTLAND, ORE., Aug. 1—The Portland dock commission will provide cold storage facilities at the city terminals for handling apples and similar perishable products for shipment by water provided the need for such facilities is shown. This was announced by C. B. Moores, chairman, and A. H. Averill, member of the dock commission, who spoke at a conference held recently at the Chamber of Commerce between fruit growers, members of the dock commission and the agricultural committee of the Chamber of Commerce.

It was decided to hold another meeting in the near future when representatives of the farm and fruit growers organizations and marketing concerns of the northwest might meet with the dock commission and show the need for the establishment of cold storage facilities at Portland terminals. It was announced that figures would be presented showing the amount of fruit and other products which would be moved through Portland terminals via the water route as a result of the establishment of such facilities.

Blue Line Storage Organizes

DES MOINES, IA., Aug. 6—The property and warehouses which were owned by the Blue Line Transfer & Storage Co. have been purchased by F. O. Green and the business has been incorporated under the name of the Blue Line Storage Co. E. F. Harwood is general manager, and general offices are at 200 Fifth Street.

The new company's facilities provide for carrying manufacturers' spot stocks for distribution and for handling implements, storing sugar and carrying automobiles and motor trucks in dead storage.

TRADE COST FINDING A CONVENTION SUBJECT

NEW YORK, Aug. 15—Uniform cost methods as used by trade associations will be discussed at the second morning session of the second international cost conference to be held at Cleveland on Sept. 14, 15 and 16 under the auspices of the National Association of Cost Accountants. The announcement made at the association's national headquarters, at 130 West 42nd Street here, says in part:

"This subject has received a great deal of attention during the past few months as a result of the various investigations which have been made of the activities of the trade associations. There is a great deal of popular apprehension as to the purposes and methods of uniform costing. It will be the object of this session to thoroughly discuss all phases of the subject. Many of the trade associations which have had actual experience with uniform methods will be officially represented. The Federal Trade Commission will also have an official representative present. It is hoped that as a result of this discussion some of the uncertainty as to how far it is legally possible to go in the matter of uniform accounting methods will be removed."

American business men who have been following the development of the trade association movement during the past few years will be interested in the results of this session. More than one hundred trade associations have made some progress along the line of uniform cost methods. No previous attempt has been made on such a large scale to actually get at the results which may be obtained from these systems."

Among subjects to be discussed at various sessions of the Cleveland convention are executive uses of a cost system; distribution of overhead under abnormal conditions; cost systems as a means of preventing waste; uniform methods and standardized costs; and interest as an element of cost.

Truck Weight Limit in Maine

AUGUSTA, ME., Aug. 13—Under legislation enacted in Maine no motor truck hereafter may carry a gross weight exceeding 18,000 pounds distributed by four wheels on a road surface or having a gross weight of more than 13,500 pounds on any one axle. Other regulations are in force covering distribution of weight when trailers are used. The law provides for charging motor truck fees ranging from \$10 to \$110, according to capacity.

New Company in Georgia

CUTHBERT, GA., Aug. 19—with a capital stock of \$10,000, and authorization to increase to \$100,000, the Cuthbert Warehouse & Storage Co. has been organized and incorporated here by J. A. Maddox, W. McWilliams, F. H. Davis and P. Reid. The company will conduct a general warehouse and storage business.

TOWNSEND BILL PASSES; COMMISSION IS KILLED

Measure Provides for Appropriation of \$75,000,000 for Construction and Maintenance of Roads

WASHINGTON, Aug. 22—Eliminating the provision calling for the establishment of a Federal Highway Commission, the Senate passed the Townsend highway bill appropriating \$75,000,000 for the construction and maintenance of roads, one-third of which will be available immediately, and the balance to be distributed within six months.

It is believed that opposition to the proposed commission developed owing to the growing evidence of a reaction against bureaucracy or investing power in new commissions.

Under the bill, 60 per cent of all Federal funds should be expended on three-sevenths of the total mileage of any State and the remaining 40 per cent be expended on the next 4 per cent of State roads, thus assuring inter-State roads.

The measure will go to conference, but will not become a law for several weeks as a result of the Congressional recess.

The distinctive features of the Townsend bill as it passed the Senate are:

Recognition of the inter-State highway principle; drastic provision for maintenance; formula for the highway in the public lands States, also liberal appropriation for roads and forest reservations—\$5,000,000 for the first year and \$10,000,000 the second; and more rigid standards of durability. The new act provides that roads must be constructed with regard to the future as well as prevailing needs.

Kansas City Warehousemen Oppose Suggested Switching Charges

KANSAS CITY, Aug. 15—Advances in reciprocal switching charges amounting to \$1 to \$3 a car have been proposed by three railroads at Kansas City. The idea is being opposed by various factors, the Chamber of Commerce taking the lead in arrangements for conferences. Merchandise warehousemen are particularly alert, for they see a tendency to increasing cost of distribution, which would be a direct burden on commodities. While the warehousemen are appreciative of the necessity for maintained rail rates, and of the protection of railroad earning power, they feel that the proposed increases would not materially affect the railroad revenues but would be a definite and prejudicial burden on Kansas City business.

Bell Truck Reorganizes

OTTUMWA, Aug. 1—The Bell Truck Sales Corp. has been organized at Ottumwa, Ia., to take over the sale of the output of the Iowa Motor Truck Co., manufacturers of Bell trucks.

The new company is headed by Paul T. Browning, who has been connected with General Motors for several years in the Buick division. He has been more recently with Sheridan Motors. Jack Mil-

ler, who has been with the Iowa Motor Truck Co. as sales and advertising manager, is secretary and advertising manager of the new corporation.

BEAUTIFUL SOUTHERN CALIFORNIA!

LOS ANGELES, Aug. 4—Approximately 2000 shipments of household goods reached the storage plants here of the Los Angeles Warehouse Co. and Bekins Fireproof Storage during the months of June and July from points in the eastern part of the country. The former company received 1008 shipments and 198 more consignments are to arrive. The Bekins company received 990 shipments and 200 more are on the way. Several hundred more shipments en route are reported by other Los Angeles companies. The furniture is coming from cities as far east as Boston. The influx is declared to represent an increased population of 6000 for Los Angeles.

TEMPERAMENTS—THEN A JOB FOR THE MOVER

When Lou Tellegen left Geraldine Farrar the job of removing the former's personal belongings from the Tellegen-Farrar residence at 20 West Seventy-fourth Street, New York, was done by the Manhattan Storage & Warehouse Co.



One of the Manhattan company's motor truck vans is here shown backed up at the sidewalk in front of the house, where Miss Farrar continues to reside.

Third Griswold & Walker Unit Soon

CHICAGO, Aug. 26—The third of the four warehouse units of Griswold & Walker, Inc., will be erected early in 1922 on property between the Chicago & Northwestern and the Baltimore & Ohio railroad tracks, bounded by Halsted Street, Newberry Avenue, Peoria and Morgan streets.

This third structure will be of concrete, seven stories high. The fourth one will be erected as soon as the company's business warrants.

WHAT'S WHAT IN NEW BUILDINGS

(Concluded from page 34)

lar proof vault, and cedar lockers for furs. Large elevators provide facilities for lifting furniture-laden trucks to upper floors. An automatic fire alarm system has an indicator at each floor and is connected both with the warehouse office and the central station of Stockton's fire department.

The exterior of the structure is finished in stucco. Around the doorways there are panels of hand-made burnt clay tile. The window panels and other ornaments prominent on the front of the building are made of pre-cast concrete decorated in colors appropriate to the design. The frieze is of dull glazed tiles. The colors used in decorating the building are those used by ancient Egyptians.

The tops of the lighting posts which stand in front of the warehouse are surmounted with decorations resembling huge shells. Inside the shells are the flood lights used at night. The two lights are each 1,000 watt.

The three huge show windows are used for displaying shrouded pianos, the shrouds being employed in attractive manner to give the passer-by the impression that each article stored in the warehouse is given first class care. This window exhibit is regarded by Mr. Dawson as of special value as an advertising exhibit.

In the office, as indicated in one of the accompanying pictures, the Egyptian setting is carried out in the decorations around the wall.—John Y. Beatty.

TEXAS CONVENTION TO BE HELD SEPT. 16-17

FORT WORTH, Tex., Aug. 25.—The semi-annual convention of the Texas Warehouse and Transfer Men's Association will be held at the Westbrook Hotel here on Sept. 16 and 17. All warehousemen are invited even though they may not be members of the organization. Reservations should be made through L. C. Abbott, Fort Worth Warehouse & Storage Co.

EXPORT PACKING

Methods of packing and crating automobiles and trucks for foreign shipment have not yet been standardized, but excellent methods have been developed in the practice of certain concerns with considerable experience in this field. One chapter of a new book entitled "Export Packing" by C. C. Martin takes up the crating of cars and trucks and is illustrated with photographs of the packing used by several companies.

The volume is published by the Johnson Export Publishing Co. and is designed as a general guide for crating for foreign shipment. The author was assisted in writing several chapters by D. T. Abercrombie, formerly Lieutenant-Colonel of the Quartermaster Corps.

NEW ORLEANS COMPANY ELECTS AN EX-MAYOR

Martin Behrman Becomes a Director and Vice-President of the Appalachian Corporation

NEW ORLEANS, Aug. 11—Martin Behrman, who was mayor of New Orleans for sixteen years, has been elected a director and vice-president of the Appalachian Corp., Inc., one of the leading warehousing and distributing companies here. Also Mr. Behrman has been made a director and vice-president of the American Bank & Trust Co.

The Appalachian Corp. owns and operates a big apple orchard tract in the Talmulah Falls section of Georgia and a recent business trip took the former



Martin Behrman

mayor, Louis B. Magid, president of the Appalachian, and F. P. Breckenridge, president of the American Bank, to Georgia for an inspection of the orchards.

Born in New York in 1864, Mr. Behrman received his school education in New Orleans and was mayor for four terms, from 1904 to 1920. At various times he has been president of the Louisiana State Board of Assessors, a member of the Louisiana Constitutional Convention, and State Auditor.

Canal to Compete with Railroads

LYONS, N. Y., Aug. 19—The New York State Barge Canal with lower freight rates and expansion of development will become a real competitor of the railroads, Governor Nathan L. Miller told the people of New York in speeches made during an inspection tour of the waterway.

"One of the troubles now, and I hope the railroads will realize it," the Governor said in several of his public talks, "is that they have raised the rates beyond what the traffic will bear, beyond what the industries of the country can stand, because you know you can pass a point in selling your goods beyond what it is economical to charge, and in my judgment the freight rates in this coun-

try have gone beyond what it is economical even for the railroads to charge; certainly beyond what the industries and the producers and consumers of the country can reasonably be called upon to stand."

"This great waterway is one of the things that will help regulate the rates, whether the goods are carried by rail or water."

Rathbun-Johnson Expansion

SIOUX FALLS, S. D., Aug. 18—A merchandise and household goods warehouse has been established here, at 415 North Phillips Avenue by the Rathbun-Johnson Van & Storage Co. of Sioux City, Ia.

NEW YORK STATE ASSOCIATION

WAREHOUSING welcomes another organization into its midst. The New York State Warehousemen's Association has been formed. Object:

"To promote closer co-operation and friendly feeling between its members, to bring together the various sections of the State in closer harmony, to assemble and disseminate information concerning the Warehouse Industry, and in every way to advance the best interests of the business of warehousing, so as to enhance its standing with the members and the public."

The officers are: President, Charles L. Carbrey, Mt. Vernon; vice-president, J. W. Glenn, O. J. Glenn & Son, Buffalo; secretary-treasurer, William T. Bostwick, Thomas J. Stewart Co., New York City.

The directors are: Grant Wayne, New York City, president of New York Furniture Warehousemen's Association; William E. Halm, New York City, president of Port of New York Warehousemen's Bureau of Information; Robert Flagg, Syracuse, president of Central New York Warehousemen's Club; Arthur Blanchard, Rochester; W. A. Young, Niagara Falls; Frank Abel, Buffalo; N. E. Owen, Buffalo; John Weis, Rochester; Everett Davis, Rochester; R. M. King, Syracuse; Harold Jones, Utica; Charles Winslow, Watertown.

Wisconsin Truck Routes

MANITOWOC, WIS., Aug. 12—The Manitowoc Dispatch Transit Co. has selected five routes radiating from this city and will distribute goods by motor truck as fast as business for the maintenance of these lines will warrant. The company maintains terminal and storage warehouses in connection with this service.

PENN. VAN HAULERS

PLAN STATE ASS'N

(Concluded from page 11)

Details of the campaign are in charge of Walter Y. Anthony, president of the association, and W. H. Metcalf, secretary. There are now in the Philadelphia organization the following members of the warehousing industry who have been members for years: Miller North Broad Storage Co., Penn Storage & Van Co., Terminal Warehouse & Transfer Co., Fidelity Storage & Warehouse Co., Atlas Storage Warehouse Co. and McCann's Storage House.

Chelsea Warehouse Nearing Completion

NEW YORK, Aug. 8—Chelsea Fireproof Storage Warehouses, Inc., is putting the finishing touches on the new addition to its 107th Street plant—a nine-story and basement structure, 50 by 100 feet, the interior being roomed off into small fireproof compartments.

Completion of this addition, which cost about \$250,000, together with plant previously in operation at 112-120 West 107th Street, will give the company approximately 150,000 square feet or 1,500,000 cubic feet of storage space at its Harlem branch. The addition has been visited and inspected recently by numerous members of the National Furniture Warehousemen's Association and is considered one of the finest storage structures in this part of the country.

Through an error it was stated in the August issue of *Distribution & Warehousing* that the Chelsea company was putting up a nine-story garage at 108 West 107th Street.

New Automobile Warehouse

PORTLAND, ORE., Aug. 15—A bonded warehouse for storage of new and used automobiles is to be established here, in a building with 20,000 square feet of floor space, at 781 First Street, by R. N. Crowell and associates. This is said to be the first house of its kind in Portland.

Cotter Interests Lease Building

COLUMBUS, O., Aug. 11—A lease has been filed for record conveying from the Central Warehouse Co. to W. Lee Cotter, head of the W. Lee Cotter Warehouse Co., a large warehouse on Terminal Way, just north of the "Big Four" railroad tracks. The lease calls for an annual rental of \$14,000, and runs for ten years. It specifies that the American Railway Express Co. and the Norwalk Rubber Co., present tenants of a portion of the building, shall not be disturbed.

Steps are being taken to add three additional stories to the structure, which will make five stories in all. This work is progressing rapidly, and the building will probably be ready for occupancy in about a month or six weeks.

MOTOR VEHICLE LAWS TESTED IN INDIANA

INDIANAPOLIS, Aug. 18—A document attacking the constitutionality and legality of the motor vehicle registration laws and asking an injunction to prevent the enforcement of the amended Acts of 1913 of Indiana, particularly the amended Acts of 1921, Chapter 214, which sought to define motor vehicles, classify them, define chauffeurs and provide for licensing thereof, has been filed in Superior Court here by William F. Frye, owner of an Indianapolis transfer business. Mr. Frye alleges that the amended statutes are discriminatory and that they are faulty because the title of the Acts is said not to embrace the subject of licensing for revenue, but for registration only for identification and police protection purposes, and take property without due recourse.

Mr. Frye asks that the officials be enjoined from collecting fees and taxes for licensing and registration of his automobile vehicles, because Indianapolis police and authorities of Greenfield are said to have declared their intention of making a wholesale campaign on motor vehicles owners of which have failed to comply with the provisions of the registration laws. It is alleged that the amended Acts of 1921 are contrary to the fourteenth amendment of the Indiana Constitution in that the Acts provide for taking property without due process of law.

A registration fee of \$5, Mr. Frye alleged, has been tendered to Edward Jackson, Secretary of State, and that Mr. Jackson has refused to accept that amount. Mr. Frye states he was arrested on eighteen charges on May 12 for refusing to pay the alleged excessive registration fee of \$75.

Judge Moll granted a temporary restraining order to prevent Indianapolis police and the sheriff and constables of Marion County and seven adjoining counties from arresting Mr. Frye for violation of the vehicle laws. Defendants are the Secretary of State; Jerry Kinney, chief of police in Indianapolis; William P. Evans, prosecuting attorney; George Snider, Marion County sheriff, and the prosecuting attorneys, sheriffs, deputy sheriffs, constables and deputy constables of the seven adjoining counties.

Truck Ordinance Is Introduced in New Orleans

NEW ORLEANS, LA., Aug. 18—All motor vehicles with a combined weight of truck and load of more than two tons and all horse-drawn vehicles weighing, with load, more than 2,300 pounds would be barred from certain residential streets of the city of New Orleans under the terms of a municipal ordinance just introduced in the city council.

The ordinance also fixes size limits of motor trucks, specifying that no truck shall exceed 30 feet in length and, with trailer, two being allowed, shall not exceed 70 feet in length. Exceptions

would grant the barred vehicles the privilege of making immediate delivery within the limits specified or of taking on loads therein.

According to weight and tires the speed limit of motor trucks is fixed at from 15 to 20 miles per hour in the daytime and not more than ten miles per hour after nightfall. The ordinance also designates certain paved streets as heavy traffic avenues through which the vehicles forbidden to the residential section would be expected to pass.

New Warehouses for Galveston

GALVESTON, TEX., Aug. 12—The Galveston Wharf Co. has begun development of additional warehouse facilities for handling and storing cotton, sugar, sulphur, sisal and other commodities. A concrete storage structure will go up on Pier 35, and on a site just south of the pier a double-deck concrete warehouse will be erected. Modern freight handling equipment will be installed.

CALIFORNIA STATE ASSOCIATION

STILL another State organization enters the industry—the California Warehousemen's Association. Its president is Gerald Fitzgerald, Los Angeles, and its secretary-manager is L. A. Bailey, Cunard Building, San Francisco. Other officers are Henry F. Turner and W. T. Hall, vice-presidents, and S. M. Haslett, treasurer.

Annual dues range from \$6 for warehouses operating up to 25,000 square feet of space to \$200 for companies with more than 750,000 square feet. A campaign is under way to attract all California warehouse companies into membership.

Truck Traffic Causes Rate Decreases in New England

BOSTON, Aug. 15—Some of the New England railroads are cutting freight rates in an effort to win back some of their short-haul business. In New England the diversion of short-haul traffic to motor trucks within a radius of fifty miles of Boston has been particularly marked.

Officers of the Boston & Maine estimate that for Lynn, the big shoe center, the company has lost \$1,000,000 of business annually through diversion to motor trucks and with this in mind the road recently made reductions averaging over 40 per cent in local express rates to and from points within fifty miles of Boston.

Indiana Blaze

CRAWFORDSVILLE, IND., Aug. 10—Fire destroyed seven automobiles and the household goods of twenty families when the storage house of John Mount was burned here recently.

CHAMBER OF COMMERCE ELECTS CENTRAL CLUB

Affiliation with National Body Is Followed by Appointment of L. T. Crutcher as Delegate

MINNEAPOLIS, Aug. 18—Notice that the Central Warehousemen's Club was elected on Aug. 10 to membership in the Chamber of Commerce of the United States has been received here from Washington by George A. Rhams, secretary of the Central.

At the Central's executive committee meeting held in Chicago last May it was the sense of the meeting that should the association be elected by the national Chamber the Central should be represented by L. T. Crutcher, president of the L. T. Crutcher Warehouse Co., Kansas City, and a director of the Central. Sidney A. Smith, president, accordingly has formally designated Mr. Crutcher as its delegate, a duty which entails acting as a national councillor of the Chamber.

The selection of Mr. Crutcher was considered the logical one for the reason that Mr. Crutcher was already a member of the national Chamber's Department of Domestic Distribution, being the warehouse industry's representative in the affairs of that branch of the Chamber.

Columbus Truck Ordinance to be Amended

COLUMBUS, O., Aug. 18—Steps are being taken by the Columbus City Council to amend the Columbus ordinance governing weights on wagons and motor trucks to conform with the new State law which becomes effective on Sept. 10. The old city law fixes the maximum weights of vehicles and loads for only two sizes of tires, which are those less than three and a half inches wide where the weight to be hauled is 6000 pounds and those less than two and a half inches where the maximum weight is 5000 pounds.

Under the State law the maximum weight that can be carried is 20,000 pounds on 10 tons. The schedule of tires and weights under the State law are 2½ inch tires, 5000 pounds; 2¾ inch tires, 5500 pounds; 3 inch tires, 6000 pounds; 3¼ inch tires, 6800 pounds; 3½ inch tires, 7800 pounds; 4 inch tires, 9200 pounds; 4¼ inch tires, 10,000 pounds, 4½ inch tires 10,800 pounds. These widths are for steel tires.

Binghamton Company Establishes at Rochester

ROCHESTER, N. Y., Aug. 10—Announcement is made here of the expansion of the Western New York Storage Warehouse of Binghamton to include modern warehouse facilities and carting service in Rochester. The Binghamton and Rochester plants together afford co-ordinating facilities for distributing and warehousing of general merchandise in the two cities.

The Rochester office and warehouse have been established in Mt. Hope Street.

NEW WAREHOUSES FOR THE LAWRENCE COMPANY

Plants Are Established at Visalia and San Jose—Offices Opened in San Francisco

OAKLAND, CAL., Aug. 8—Expansion of the business of the Lawrence Warehouse Co. is announced by the president, V. O. Lawrence. Within the next thirty days several properties for storage and distribution will be acquired in the Santa Clara and San Joaquin valleys, and others are being inspected with a view to being taken over.

Demand by manufacturers and packers throughout California for reputable warehouse companies to establish storage plants and issue receipts which may be used with banks as collateral is responsible for the branching out of the Lawrence company.

The company's recent and prospective growth has made necessary the opening of new San Francisco offices, in the Marine Building, 112 Market Street, San Francisco, the Marine Building being the canned goods center of the Pacific Coast. The new offices will be in charge of A. T. Gibson, secretary and treasurer, and will be devoted principally to developing pool car business and the new warehousing plants to be opened throughout the State.

OAKLAND, CAL., Aug. 20—F. E. Judson, formerly traffic manager of the Buffalo Specialty Co., has joined the forces of the Lawrence Warehouse Co. He will maintain offices in Buffalo and devote his time to acquainting Eastern manufacturers and wholesalers with the desirability of establishing offices in Oakland and carrying spot stocks here.

MODESTO, CAL., Aug. 20—The Lawrence Warehouse Co. has taken over its new plant here and one in Visalia. The former has a capacity of 500,000 cases of canned goods and the latter of 300,000. The company's receipts may be used by the packers as collateral.

SAN JOSE, CAL., Aug. 20—The new San Jose warehouse of the Lawrence Warehouse Co., with a capacity of 1,000,000 cases of canned fruit, will be used exclusively for the storage of that commodity.

Merchandise Warehousing Improving in Kansas City

KANSAS CITY, Aug. 18—Improvement in volume of merchandise moving has been noted in Kansas City warehouses with the approach of fall. The most marked gain has been in the storage of canned goods; the Brokers Office & Warehouse Co., for example, has had a full house all year, that company specializing in this line.

The movement of merchandise out as well as in has been very largely in excess of the movement at the same time last year. The conditions in the canned goods line are said to be reflective of the conditions that will prevail later in many other lines—jobbers are not

stocking heavily, and manufacturers have to carry the supplies in the merchandise warehouses to meet the week-by-week demand.

There is a lack of carload ordering by jobbers in nearly every line. Warehousemen specializing in various commodities report greater activity in the accumulation of stocks for this territory during August. The prospects are for good total volume of business in the territory, with a good wheat crop, and an exceptionally large corn and forage crop. Money from wheat harvest is now moving, but—and here is another reason for conservative stocking by retailers and jobbers—the amount of money released by harvest is not sufficient to meet all of 1920 overlapping obligations as well as 1921 purchasers. Farmers are spending conservatively, meeting loans at banks, but not paying up all back bills. Merchants are not paying up all back bills. Jobbers therefore must carry many merchants longer on old accounts; and they cannot therefore easily discount bills for carload purchases now. The manufacturer therefore is probably in about as good condition, carrying present stocks, as he would be if the jobbers and retailers stocked heavily and caused the manufacturers to carry the accounts.

NEW YORK C. S. A. ELECTS OFFICERS

AT the annual meeting of the New York State Cold Storage Association recently J. R. Shoemaker, Elmira, was elected president; D. S. Beckwith, Albion, and A. A. Reeves, Rochester, respectively first and second vice-presidents; and E. A. Rogerson, LeRoy, secretary and treasurer.

Handling Cotton for Export

BIRMINGHAM, ALA., Aug. 17—The Warrant Warehouse Co. of this city and Mobile, Ala., is handling the shipping of 200,000 to 250,000 bales of cotton to Europe to be sold under what is known as the toll plan, by which the owners of the cotton are paid out of the proceeds of the cotton goods manufactured therefrom. This plan provides a considerably higher price for the staple than if it were sold at existing market prices—generally running at this time about six cents higher than the market offers. The only drawback is that the producers have to wait eight or nine months for their money.

Southern Bonded to Build

PETERSBURG, VA., Aug. 17—Work will be begun shortly on the construction of the new storage structure of the Southern Bonded Warehouse Corp. The building will cost \$100,000, four or five stories high, and is to be located on a Market Street site which was once occupied by the home of William Hodges Mann, former Governor of Virginia.

ARMY WAREHOUSES NOT TO ENTER COMPETITION

BOSTON, Aug. 1—The War Department does not intend that the Government's warehouses shall enter into competition with public storage plants, according to John W. Weeks, Secretary of War, in a letter to George S. Lovejoy, chairman of the piers and terminals division of the American Warehousemen's Association's railroads committee.

As told in the August issue of *Distribution & Warehousing*, Mr. Lovejoy was one of a delegation of warehousemen who attended a hearing before Secretary Weeks on June 27, the warehousemen protesting against the proposed plan by the commanding officer of the Quartermaster's Department at New Orleans to dump about 900,000 square feet of Army warehouse space on the market at a low figure.

Secretary Weeks's letter to Mr. Lovejoy was written subsequent to the June 27 hearing, and reads in part:

"I think the question raised by you in regard to the use of space at the Army Supply Bases is due to misapprehension of the policies of the War Department in regard thereto, and to a misunderstanding of the methods which are to be followed in putting those policies into effect."

"There is no intention that the Government warehouses shall enter into competition in the storage and warehouse business. However, you can readily understand that there are now and will be in the future large amounts of space not required for the use of the Army, and therefore available for commercial utilization. It is the policy of the Department to lease such available space under the provisions of the act of 1892 to commercial interests as their needs and requirements may appear, under terms and conditions prevailing in the locality."

The warehouse delegation indicated to Secretary Weeks that it was the industry's conviction that the proper action for the War Department to take would be to advertise Army storage structures in complete units for lease over a period of years to the highest bidders.

Pasadena to Have New Warehouse

PASADENA, CAL., Aug. 12—A household goods warehouse to cost about \$150,000 is to be built on Marengo Avenue here by the Pasadena Transfer & Storage Co. Work will be started as soon as the architect's plans are completed, according to H. G. Cattell, president. The building will be six stories high and will cover 66 by 160 feet of ground. A garage will be erected for the care and maintenance of the company's fleet of motor trucks.

New Name for Indianapolis Company

INDIANAPOLIS, Aug. 11—The Advance Transfer Co. has changed its name to Advance Transfer & Warehouse Co. and has increased its capital stock from \$10,000 to \$25,000.

WILL YOU BE LISTED

in the

1922 Warehouse Directory



THE work of preparing the 1922 Warehouse Directory, which will be published in the December issue of *Distribution & Warehousing*, is being put under way. Questionnaires will be mailed soon to all those on our list, and hundreds of progressive warehousemen will furnish us with data regarding their facilities, to be incorporated in the Directory. When you, Mr. Warehouseman, receive a questionnaire from us, please return it immediately. If you do not receive a questionnaire in due time, let us know and we will see that you are provided with one. We are naturally dependent, to a great extent, for the completeness and comprehensiveness of this Directory upon those who should be and will be represented in it when they furnish us with the necessary information regarding their facilities.

No charge of any kind or obligation of any description is incurred by being listed in the Warehouse Directory. Our aim in compiling and publishing it is to make it complete and the most thoroughly representative listing of warehouses that could possibly be put out. The value to any warehouseman in being represented in this Directory is greater beyond all measure than the small amount of time and effort it will cost him to furnish us with the information which we need.

We need, want and invite the co-operation of everyone in the industry to make this Directory what it should and can be. There have been a great many changes in the warehouse industry during the past year. New concerns have entered the field. Old concerns have enlarged their facilities and moved into new locations. We particularly urge secretaries of warehouse and transportation associations to furnish us with lists of all of their members so that we may be sure to invite each and every one of them to supply us with data for the Directory.

The time before the Directory must go to press is getting short. We urge you, Mr. Warehouseman, in a spirit of altruism and for the good of the industry as a whole, to co-operate with us by providing us promptly with the information desired.

WAREHOUSING NEWS

What's going on in your town?

The industry wants to know!

New Buildings, Etc.

Republic Storage Co., New York City, has purchased two 10-story buildings at Washington and Charlton streets.

Lawrence Warehouse Co., Sacramento, has leased an L-shaped plot of property at Seventh and J streets for ten years.

Tooker Forwarding & Storage Co., Chicago, plans to erect a \$500,000 warehouse, five or six stories high and covering 200,000 square feet of space.

Lowell Public Warehouse Corp., Lowell, Mass., recently organized, has opened its warehouse here for general storage, but principally for cotton.

Rock Island Railroad plans to build a terminal warehouse at Memphis, Tenn.

Henry Coburn Storage & Warehouse Co., Indianapolis, has increased its capital stock from \$300,000 to \$375,000, all of the increase being preferred stock.

Warren Cotton Warehouse Co., Warren, Ark., plans erection of a cotton warehouse, with 1000-bale capacity, to take the place of a structure destroyed last season. Since then local cotton growers have been shipping cotton to Pine Bluff, Little Rock and New Orleans for storage.

City Council, Charleston, S. C., plans to erect warehouse and freight stations, municipally owned and equipped with conveying machinery and traveling cranes, on waterfront property.

Delta Warehouse Co., Stockton, Cal., has been authorized by the State Railroad Commission to issue \$155,000 common stock and to assume \$140,600 indebtedness incident to consolidation, under that company's name, of the Frank A. Guernsey Warehouse Co., Girvin Warehouse Co. and W. D. Sheldon & Co., all of Stockton.

Board of Harbor Commissioners, Wilmington, Del., will advertise for a new warehouse unit, to cost \$250,000, as part of the harbor improvements.

Garfield Express & Storage Co., Chicago, is building a six-story warehouse at 5919-27 South State Street, to cost \$300,000. The structure will be completed about Nov. 1.

U. C. Express & Storage Co., Berkeley, Cal., is erecting a special automobile storage warehouse, to be ready for occupancy early in September.

Rose Warehouse Co., Memphis, Tenn., has added 60,000 square feet of storage space to its capacity and is equipping its three buildings with automatic fire sprinklers.

Lincoln Warehouse & Van Co., San Francisco, has as its new address 460 McAllister Street, near Van Ness Avenue.

Syracuse Cold Storage Co., Syracuse, N. Y., suffered a \$25,000 fire loss recently.

Loeb Cold Storage & Warehouse Co., Philadelphia, has installed a 40-ton machine and refrigerating equipment.

W. J. McFarland Storage Co., Ranger, Tex., has installed additional storage room capacity, together with machine and refrigerating equipment.

Jordan Transfer Co., National City, Cal., is planning to build a fireproof warehouse and enter the warehouse business.

New Cold Storage Plant

NEW YORK, Aug. 1—With a capacity for 5,000,000 pounds of fish, the facilities providing for the freezing of 220,000 pounds a day, the new house of the Brooklyn Bridge Freezing & Cold Storage Co. has been opened for business. The company now has a storage capacity of 11,000,000 pounds. The structure is one of the world's largest and is equipped with modern material handling machinery. Of heavy construction, the building stands 50 feet wide and 90 feet deep, eight stories and basement, at 24 Vandewater Street. It was formerly used for general storage.

Incorporations

Putney Warehouse Corp., Williamson, Wayne Co., N. Y. Capitalization, \$250,000. Incorporators, W. J. Bennett, K. M. Davies and C. R. Pratt.

Central Warehouse & Refrigerating Co. Capitalization, \$2,500,000. Incorporators, T. L. Croteau, M. Bruce and C. H. Maxwell, Wilmington, Del. Company will operate at Cincinnati.

Elephant Butte Warehousing Association, Austin, Tex. Capital stock, \$50,000. Incorporators, W. J. Stahmann, Y. H. Hunt and Y. D. Porcher.

Consolidated Warehouses, Newark, N. J. Capitalization, \$100,000. Incorporators, Isadore Feitlinger, Joseph Rainfeld and Isaac Holtz.

Atlantic Coast Forwarding Co., Jacksonville, Fla. Capital stock, \$25,000. To engage in general warehousing, storage, wharfage, stevedoring and loading and unloading vessels. J. R. Hill is president and Giles J. Patterson is secretary and treasurer.

McAuslan, Stanley Co., Inc., Providence, R. I. To conduct a general public warehouse as part of its business. An issue of \$50,000 preferred stock is asked of the Secretary of State. Incorporators, Edward W. Stanley, East Providence, and Harold L. McAuslan and Pierce H. Brereton of Providence.

Polar Cold Storage Co., Huntington, O. Capital stock, \$25,000.

Consolidated Trucking Co., Indianapolis. Incorporators, Robert Richey, F. M. Jeffery, George E. Bingham and Marion Wehner.

Memphis Company Purchases House in New Orleans

MEMPHIS, TENN., Aug. 13—The O. K. Storage & Transfer Co. of Memphis has purchased at New Orleans the large fireproof warehouse building which it has been maintaining as its branch in the Louisiana city. J. M. Walker, president, went to New Orleans this week to close the deal.

Foreign Notes

Constantinople.—There are now 61 bonded transit warehouses on the European side of Constantinople, according to United States Consul General G. Bie Ravndal in a report to the Near Eastern Division of the Department of Foreign and Domestic Commerce. To quote: "These warehouses were temporarily built to relieve congestion in the port during the busy period which followed the armistice. They will be gradually closed as soon as the Constantinople Quay Co. builds its contemplated five-story building in Stam-boul, near the water front. This new warehouse will have an area of 54,000 square feet and a capacity of 25,000 tons. The company has under its concession a right of preference in the matter of warehouses on the European side from the Black Sea down to and including Rodosto on the Marmora," the report says.

Finland.—The Helsingfors Warehouse Co. plans to construct a three-story warehouse with storage space of about 12,000 square meters and equipped with cranes and elevators, at the ship docks. The company already has constructed two warehouses with about 4000 square meters, for storing flax.

Japan.—Goods in storage in Tokio warehouses on April 30, according to United States Trade Commissioner H. A. Butts, were valued at 129,802,618 yen. This is a decrease of 77,767,589 yen compared with the corresponding date of 1920, and a decrease of 3,837,614 yen compared with March 31, 1921. Rice, wheat, refined sugar, unrefined sugar, machinery and glass were the only items to record increases.

Latvia.—The Government warehouses at Libau are virtually filled to capacity with incoming shipments of foreign goods, according to H. L. Groves, United States Trade Commissioner at Riga. A considerable part of these goods is held in transit and is unable to be forwarded owing to lack of rolling equipment on Lettish railways.

Panama.—A third bonded warehouse has been built in Colon, Julius D. Dreher, United States Consul at that port, informs the Department of Commerce. It was constructed of metal plates cut and fitted in the United States, so that the cost was less than if reinforced concrete had been used. The structure is 130 feet wide by 325 feet long. It is being used largely for storage of ready-made clothing, silk and other dress goods, fancy goods, perfume and French champagnes and wines.

ENOZ

KILLS MOTHS

**Spray Each Lot of Goods with
ENOZ Before Piling Away**

Will not stain nor injure the finest fabrics in the slightest degree. Instantly kills moths, moth worms and moth eggs.

Repellants merely "smell" moths away. Enoz actually kills them. It is the original guaranteed moth killer.

Moths work twelve months every year. Enoz should be used regularly.

There are sure to be moths, moth eggs and moth worms in some of the goods you will receive for storage this fall. All summer long the moth miller has been busy laying eggs, and these will soon hatch into the destructive moth worm. The goods may *seem* free from moths, and yet may contain thousands of tiny eggs.

The safest, surest plan (and the one followed by leading warehousemen all over the country) is to thoroughly spray, with Enoz, every lot of goods received *before* they are stored away. And also thoroughly spray the walls and floors of storage rooms.

If you do this you can be sure that every vestige of moth life has been destroyed. If you haven't tried Enoz you have overlooked something. And it costs nothing to try it.

SPECIAL TRIAL OFFER

Enoz Chemical Co. (D&W-9)
705-7 No. Wells St.,
Chicago, Ill.

Ship me 5 gallons of Enoz with suitable sprayer. If not satisfactory will return remainder to you within 30 days. If it meets your claims, will remit for the 5 gallons and sprayer \$12.00, F.O.B. Chicago.

ENOZ CHEMICAL CO.

705-7 North Wells Street
CHICAGO

New York Branch, Fidelity Bldg.
429 6th Avenue

America's Great Surplus and
The American Merchant Marine

America is today equipped to make more goods than she can use. National prosperity demands an outlet for these goods, and an outlet unhampered by shipping restrictions of any kind.

So to all American business men, distributors as well as makers of goods, buyers as well as sellers, the development of the American Merchant Marine is a vital question.

Your success, no matter what your business, is wrapped up in the Merchant Marine—for America's prosperity is your prosperity; and your success is America's.

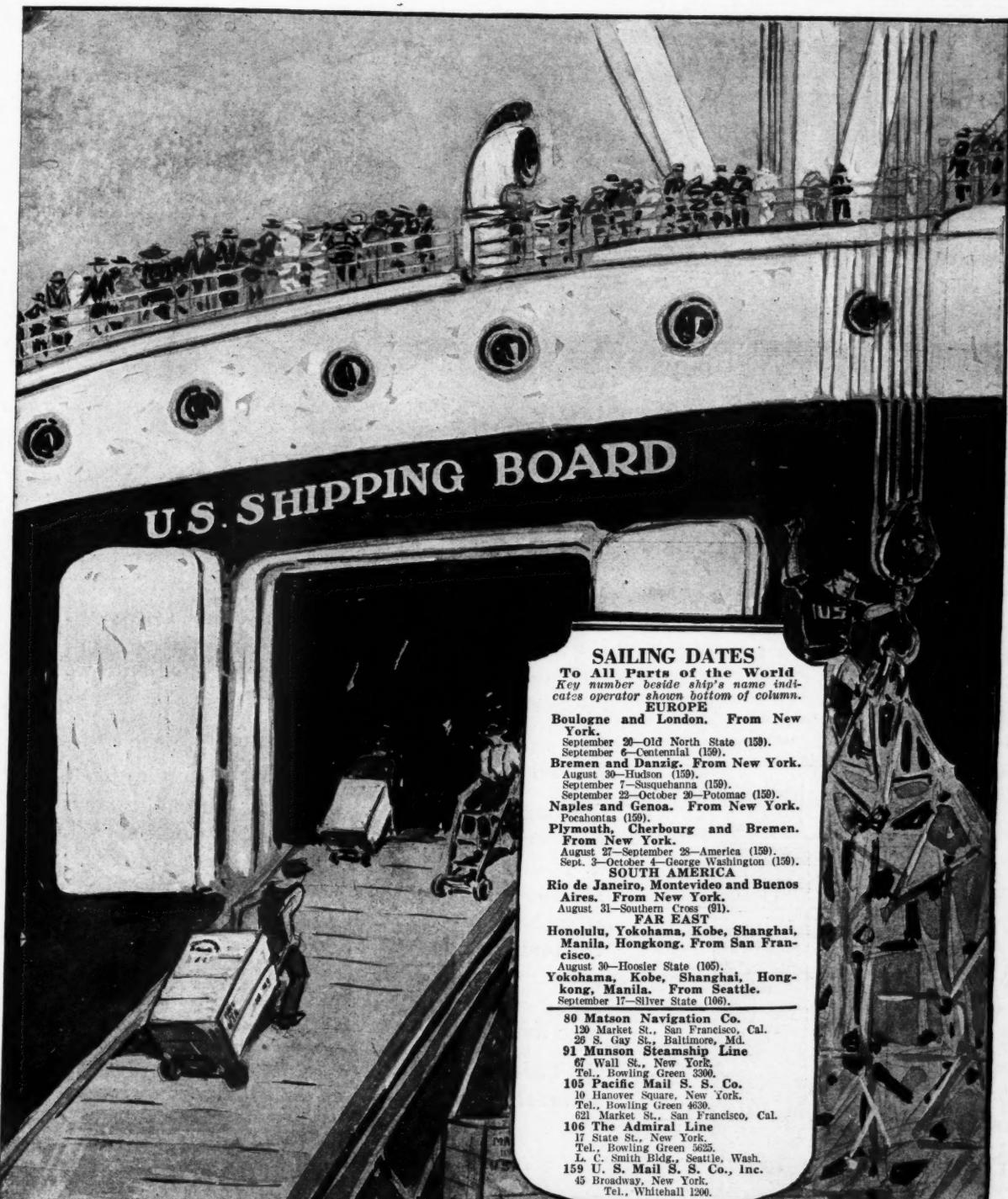
The vessels of the American Merchant Marine reach the ports of the world. Whether you buy or sell in foreign markets you can better your shipping service by using American ships to carry your goods.

In your contracts specify F. O. B. American Ship, Foreign Port. When you ship abroad send your goods C. I. F. Foreign Port—and send by American Merchant Marine.

**U. S. SHIPPING BOARD
WASHINGTON, D. C.**

For sailing of passenger and freight ships to all parts of the world write Division of Operations, Traffic Department, U. S. Shipping Board Emergency Fleet Corporation, Washington, D. C.

SHIP AND SAIL IN



U.S. SHIPPING BOARD

SAILING DATES

To All Parts of the World
Key number beside ship's name indicates operator shown bottom of column.

EUROPE

Boulogne and London. From New York.

September 20—Old North State (159).
September 6—Centennial (159).

Bremen and Danzig. From New York.
August 30—Hudson (159).

September 1—Susquehanna (159).

September 22—October 20—Potomac (159).
Naples and Genoa. From New York.
Pocahontas (159).

Plymouth, Cherbourg and Bremen. From New York.

August 27—September 28—America (159).
Sept. 3—October 4—George Washington (159).

SOUTH AMERICA

Rio de Janeiro, Montevideo and Buenos Aires. From New York.
August 31—Southern Cross (91).

FAR EAST

Honolulu, Yokohama, Kobe, Shanghai, Manila, Hongkong. From San Francisco.

August 30—Hoosier State (105).
Yokohama, Kobe, Shanghai, Hongkong, Manila. From Seattle.

September 17—Silver State (106).

80 Matson Navigation Co.

120 Market St., San Francisco, Cal.

26 S. Gay St., Baltimore, Md.

91 Munson Steamship Line

67 Wall St., New York.

Tel. Bowling Green 3300.

105 Pacific Mail S. S. Co.

10 Hanover Square, New York.

Tel. Bowling Green 4639.

120 Market St., San Francisco, Cal.

106 The American Line

17 State St., New York.

Tel. Bowling Green 5625.

L. C. Smith Bldg., Seattle, Wash.

159 U. S. Mail S. S. Co., Inc.

45 Broadway, New York.

Tel. Whitehall 1200.

AMERICAN SHIPS

In the New Warehouse

In the Old Building

M

Success

THE proportions of the two columns represent the comparative profits of our average client before and after occupying the warehouse we designed for him.

The same success may attend your business when housed in a building of our design.

This success does not depend upon "times," "general prosperity," or other "circumstance beyond control". It is deliberately planned for, and as deliberately attained. Every feature that long study and experience has proven profitable to the client is put into the building. In every building there is one, or more, sound, original ideas developed from the client's requirements, that make his warehouse more profitable than the old.

BE CONVINCED that you can do no better, when you think of building anew, or expanding, than consult

Moores & Dunford
Warehouse Engineers
 744 First National Bank
 Chicago, Ill.

Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

A Catalogue of Warehouse Facilities and Service

THREE is nothing in the way of service which a warehouseman could render or facilities which a warehouseman could employ for the benefit of his client that is not represented on the pages of the Shippers' Index which follow this one and appear in each issue of *Distribution & Warehousing*.

Whether it be the distribution of merchandise in all its modifications and ramifications, the handling of spot stocks or pool car shipments, or the acceptance, delivery, or consignment of household goods, there are to be found on these pages the names and qualifications of warehousemen, wherever warehouse facilities are required, who can render well the special services desired.

More than three hundred and eighty warehouse, forwarding and terminal companies in all parts of the country offer on these pages the facilities required by national distributors and shippers of all kinds.

The warehouseman who advertises his ability to serve is deserving of the shipper's first consideration.

CONVENTION CALENDAR

September 16-17	Texas Warehouse and Transfer Men's Association	Fort Worth
October 15	Northwest Transfer & Warehousemen's Association	Seattle
December 6	American Chain of Warehouses	St. Louis
December 7-9	American Warehousemen's Association	St. Louis
December 7-9	Central Warehousemen's Club	St. Louis
December or January	National Furniture Warehousemen's Association ... (To be decided)	
January	New Jersey Furniture Warehousemen's Association..	" " "
January	New York Furniture Warehousemen's Association....	New York City
June	Shippers' Warehousing & Distributing Association... (To be decided)	
(Date not fixed)	Missouri Warehousemen's Association	St. Louis

BIRMINGHAM, ALA.

Established 1895

Charlie's Transfer Co., Inc.

DISTRIBUTING

STORING

HAULING

PACKING

2100-2111 Avenue E, Birmingham, Ala.

BIRMINGHAM, ALA.

**HARRIS TRANSFER
AND WAREHOUSE COMPANY**
(Equipped to Handle Anything)
MODERN FIREPROOF WAREHOUSE

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris
—he will look after your interests, also those
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

BIRMINGHAM, ALA.

"The World Moves — So Does
Goodman"**GOODMAN TRANSFER
AND
WAREHOUSE COMPANY**MODERN STORAGE WAREHOUSES
70,000 sq. ft. Floor SpaceDistributors and Forwarders
Moving—Packing—Storage
Motor Equipment—Rigging

We Use King Steel Shipping Cases for Household Goods.

BIRMINGHAM, ALA.

MOBILE, ALA.

Acme Transfer and Storage Co.

209-211 N. Royal St.

Distribution

Transfer
Pool Cars**"Service"**Forwarding
Storage

Household Goods

Mobile, Ala.

MONTGOMERY, ALA.

L. J. MOELLER, Mgr.

CONSOLIDATED DRAY LINE,

INC.

GENERAL DISTRIBUTING AGENTS

Pool Cars Handled

Storage Warehouse, P. O. Box 552

Office: Forbes-Liddel Bldg., Western Yards, Montgomery, Ala.

NOGALES, ARIZONA

The West Coast Warehouse Co., Inc.

Nogales, Arizona

The Key to the West Coast of Mexico
For Manufacturers, Packers, &c.

Reference: First Nat'l Bank. Assets over \$50,000.00 Siding S. P.

FORT SMITH, ARK.

O. K. Transfer and Storage Co.MOVING
SHIPPING
STORINGPool-Car
Distributing
a SpecialtyFort Smith,
Ark.

LITTLE ROCK, ARK.

WAREHOUSING
AND FORWARDINGDistributors of Pool Cars, Parcel Post Catalogs and
Merchandise**TERMINAL
WAREHOUSE COMPANY**

812-822 East Second Street

All track connection

TEXARKANA, ARK.

HUNTER TRANSFER CO.
TEXARKANA, ARK.

STORAGE

DISTRIBUTORS

TRUCKING

MOVING

BERKELEY, CAL.

**STUDENTS
TRANSFER & STORAGE CO.**MOVING
STORING
FORWARDING

2132 SHATTUCK AVENUE

EL CENTRO, CAL.
IMPERIAL VALLEY**PIONEER TRUCK and
TRANSFER CO.**

Warehouse: S. E. Cor. 3rd & State Sts. Office: 120 N. 5th St.

Only Re-inforced Concrete Warehouse for Storage and Carload
Distributing Throughout the Whole Imperial Valley.

Daily Truck Service to All Valley Towns.

Our Stock in Trade, SERVICE.

FRESNO, CAL.



STATE CENTER WAREHOUSE & COLD STORAGE COMPANY
General Merchandise storing and distributing.
Packing, Crating and Shipping of Household Goods.

FRESNO, CAL.

Valley Van & Storage Co., Inc.

Private Spur

Distributors of Pool Cars of Household Goods, Machinery and Merchandise
Office: 842 Broadway, Fresno, Calif.

LONG BEACH, CAL.

CITY TRANSFER and STORAGE CO.



Long Beach, Cal.

HOUSEHOLD GOODS STORAGE

15,000 Square Feet Floor Space

COMMERCIAL STORAGE

52,000 Square Feet Floor Space

Southern Pac. and Pac. Elec. R. R. Spur Tracks
Equipped to handle anything in warehousing or transfer

LOS ANGELES, CAL.

Consign your goods to
AMERICAN TRANSFER CO.
FIREPROOF STORAGE
MERCANDISE, HOUSEHOLD GOODS AND AUTOMOBILES

Prompt Delivery Service 730 W. Pico St., Los Angeles

LOS ANGELES, CAL.

California Fireproof Storage Co.

2808 West Pico St., Los Angeles, Calif.

EXCLUSIVELY HOUSEHOLD GOODS

Two large Fireproof Warehouses and Distributors of Pooled Cars.

Reference—Dunn, Bradstreet or any Los Angeles Bank.

The Men Who Distribute

United Drug Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

LOS ANGELES, CAL.

**CALIFORNIA TRUCK CO.**

INCORPORATED 1884

Pool Carload Distributors

Handling goods destined to points in

SOUTHERN CALIFORNIA and ARIZONA
and to**TRANS-PACIFIC PORTS**

322-324 EAST THIRD STREET

LOS ANGELES, CAL.

Fidelity Fireproof Storage

1836 Arapahoe Street, Los Angeles, Cal.

Intelligent and forceful supervision of all business intrusted to us.

We have a seven-story reinforced concrete warehouse.

We consolidate and solicit distribution of consolidated cars of household goods.

Frank Robert Palmateer, Prop.

LOS ANGELES, CAL.

FELLOW WAREHOUSEMEN

YOU SHOULD select your correspondent warehouse with the same care you do your bank.

We solicit your carload and L. C. L. shipments of **HOUSEHOLD GOODS** and **AUTOMOBILES**.

Los Angeles Warehouse Co.

W. E. BROCK, Managing Director F. M. BROCK, Secretary

ESTABLISHED, 1906—INVESTMENT, \$650,000.00

LOS ANGELES, CAL.

WE SOLICIT YOUR SHIPMENTS AND POOL CAR DISTRIBUTION

PRUDENTIAL
STORAGE AND MOVING CO.

LOS ANGELES
OFFICE
941 W. 16th ST.

SAN DIEGO
OFFICE
Spreckels Building
962 Second St.

FOUR WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

Shattuck & Nimmo WAREHOUSE CO.

Storage and Distribution Of All Non-Perishable Commodities

All cars handled at our own plant. No switching charge if cars are consigned in our care.

Manufacturers and forwarders consolidating car loads for Pacific Coast distribution are assured of efficient service and prompt returns.

MEMBERS

Pacific Coast Furniture Warehousemen's Association, American Chain of Warehouses, National Furniture Wh'smans Ass'n. Local Rotary Club and Chamber of Commerce

OAKLAND, CAL.



SACRAMENTO, CAL.



The Men Who Distribute Scott's Emulsion

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute Lux and Rinso

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

LOS ANGELES, CAL.

Lowest Insurance Safety Prompt Reports



Moderate Rates Satisfactory Service Car Load Distribution

We operate six merchandise warehouses in Los Angeles and one at the Port of Los Angeles; we are also constructing another "Class A" building to be completed Aug. 1st next, similar and adjacent to our No. 1 building shown in above cut. This will give us about 500,000 sq. ft. in the Wholesale Terminal, where practically all the wholesale business of the city is handled.

We attribute our phenomenal growth to our slogan, "GUARANTEED SERVICE," which we insist upon being strictly adhered to in all our undertakings.

HOW CAN WE SERVE YOU?

UNION TERMINAL WAREHOUSE COMPANY

SACRAMENTO, CAL.



General Merchandise, Furniture and Household Goods Storage and Forwarding

Light and Heavy Hauling. City Deliveries, Etc.
Motor Equipment

Pool Car Distributing and Forwarding

Capital Van and Storage Co. Sacramento, California

Write for Our Freight Tariff

SAN DIEGO, CAL.

Let Pioneer
Be the "Last
Link" in All
Your Con-
signments to
San Diego,
California.



The link will be one of the strongest in the chain of service you are rendering your client. An experience that dates back to 1887, unquestioned reliability, modern trucking, warehousing and siding facilities, and a sincere effort to serve will make your transactions with us pleasant and efficient.

**PIONEER WAREHOUSE
COMPANY**
SAN DIEGO, CALIFORNIA

SAN DIEGO, CAL.

WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION

PRUDENTIAL STORAGE AND MOVING CO.

LOS ANGELES
OFFICE
941 W. 16th ST.

SAN DIEGO
OFFICE
Spreckels Building
962 Second St.

FOUR WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Ass'n.
National Furniture Warehousemen's Ass'n.

SAN FRANCISCO, CAL.



CALIFORNIA DISTRIBUTORS

We maintain big, fireproof warehouses in the three main population centers of California. Your distributing is promptly and efficiently handled.

BEKINS

Fire Proof Storage

San Francisco
13th and Mission

Oakland
22d and San Pablo

Los Angeles
1341 Figueroa St.

The Men Who Distribute
Swedish Separators
Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

The Men Who Distribute
Bixby's Blacking
Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

SAN FRANCISCO, CAL.

The Haslett Warehouse Co.

228 Pine St., San Francisco

San Francisco is the CENTER of the U. S. A. on the Pacific Ocean. We are in the CENTER of its SHIPPING and COMMERCIAL district.

PIONEER IN THE DISTRIBUTION FIELD AND WAREHOUSE BUSINESS. CAN HANDLE ANY SHIPMENTS

As desired. Our 15 warehouses are **S**o convenient to DOCKS and RAILROADS, **L**ocated so close to both, that it is an **E**asy haul to a HASLETT WAREHOUSE. **T**rack connections with all lines. **T**hese, low insurance rates, bonded and free space and motor truck service, are but a few of the facilities we offer.

S. M. HASLETT
President

P. E. HASLETT
Secretary

SAN FRANCISCO, CAL.



Distribute Thru San Francisco

Giving your customers the advantage of prompt delivery from local stock.

Our modern fireproof storage warehouses having spur track connections to all railroads are located in the wholesale district, convenient to docks and railroads for reshipping. Our automobile truck delivery service insures prompt and efficient delivery of your merchandise.

We furnish whatever clerical service you desire.

Let us handle your San Francisco shipments.

SAN FRANCISCO WAREHOUSE CO.
625 Third Street, San Francisco, California

SAN FRANCISCO, CAL.



The Men Who Distribute
Colgate Laundry Soap
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute
Vacuum Oil
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute
Premier Brand Groceries
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

DENVER, COL.

THE KENNICOTT-PATTERSON TRANSFER COMPANY

OFFICE: 1509 GLENARM PLACE

Transfer and storage of merchandise and household goods.

Distribution of pool cars given special attention. Complete fleet of Motor Trucks in addition to wagon equipment. Every modern facility for handling heavy machinery, safes, boilers, smokestacks, etc.

Packing household goods and pianos and consolidating in car lots east or west at reduced rates a specialty.

DENVER, COL.

THE UNITED STATES Transfer & Storage Warehouse Co.

1934 Broadway, Denver, Colorado

Storage of general merchandise and household goods. We make a specialty of Pool Cars and Distribution. Transfer work of all kinds, both City and Country. Expert Packers, Motor Trucks and Vans. Two Warehouses.

Member of Denver Transfer's Companies Assn.

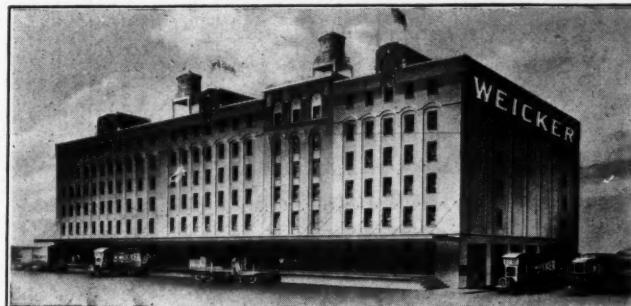
DENVER, COL.

When You Need SERVICE in Denver and vicinity

we are the distribution and warehousing specialists who can serve you best

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.

THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street
Denver Colorado

PUEBLO, COL.

COLORADO TRANSFER & WAREHOUSE CO.

122-24 West First Street

Transfer
Pool Cars

SERVICE

Forwarding
Mdse.
Storage

SPECIAL ATTENTION GIVEN TO PACKING
AND SHIPPING HOUSEHOLD GOODS

Colorado Transfer is a Real "Pal" to "Stick." No Matter What
the Occasion—Colorado Transfer is the Same True, Old "Pal."

PUEBLO, COLO.

BRIDGEPORT, CONN.

MOORE'S STORAGE WAREHOUSE

GEO. P. MOORE, Prop.
STORAGE OF FURNITURE IN SEPARATE ROOMS
PIANOS STORED IN SEPARATE ROOM
Furniture Crated and Packed for Shipping by Rail
China and Brile-A-Brac Packed in an Expert Way
Padded Box Vans for Warehouse and Long Distance
Moving

OFFICE AND WAREHOUSE:
569 UNION AVENUE, BRIDGEPORT, CONN.

HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

GEORGE E. DEWEY & CO.

JOSEPH M. PELCHAT Proprietor

Local and Long Distance

FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of
PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

NEW LONDON, CONN.

B. B. Gardner Storage Co., Inc.

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

WATERBURY, CONN.

The Ralph N. Blakeslee Co.

TRANSFER AND STORAGE

Special Facilities for Moving Heavy Machinery and Safes

Storage Warehouse for Merchandise
Separate Apartments for Furniture

WASHINGTON, D. C.

UNITED STATES STORAGE CO.

418-420 TENTH STREET, N. W.

MEMBERS:

N. Y. Furniture Warehousemen's
Association
Illinois Furniture Warehousemen's
Association
Southern Furniture Warehousemen's
Association

PROMPT REMITTANCES

Efficient and Courteous Service

MOTOR TRUCKS

and

PADDED VANS

Modern Fireproof Warehouse



JACKSONVILLE, FLA.

Delcher Bros. Storage Company, Inc.
459-61-63-65 Riverside Avenue
FIREPROOF WAREHOUSE
We Move, Pack, Store and Ship Household Goods
Consign Your Pool Cars to Us
Motor Equipment

JACKSONVILLE, FLA.

DIXIE WAREHOUSE CO.
P. O. Box 433
**GENERAL STORAGE—RECONSIGNING
DISTRIBUTING—FORWARDING**
Connection with all Railroads and Steamship Docks
WE HANDLE AUTOMOBILES for TOURISTS

JACKSONVILLE, FLA.

**UNION TERMINAL
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.
Low Insurance Rate. Sub-Post Office and branch
Western Union Telegraph. Joint Railroad Agent.
L.C.L. freight loaded direct for line of road.

**GENERAL MERCHANDISE STORAGE
AND FORWARDING**

Special attention to handling of pool cars.

JACKSONVILLE, FLA.

Wiesenfeld Warehouse Company

P. O. Box 1133

General Merchandise Storage and Distributing

References:

Any bank, jobber or transportation man in the city

MIAMI, FLA.

**The John E. Withers Transfer &
Storage Co., Inc.**

will give your shipments careful attention. Fireproof Warehouse.
Facilities for distribution of pool cars. Moving, packing, shipping
and storing Household Goods and merchandise.
Private Trackage Motor Equipment
Cor. Ave. C and 2nd St., Miami, Fla.

PENSACOLA, FLA.

Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-
loads or less than carloads.
Merchandise stocks carried and records kept for out-of-town
concerns.

Cor. Chase & Alcinez Streets

PENSACOLA, FLA.

Hallmark Transfer Co.**GENERAL STORAGE**

Pool Cars a Specialty. Moving, Packing, Shipping
and Storing Household Goods
132-134 East Chase Street, Pensacola, Fla.

ATLANTA, GA.

**CATHCART
VAN & STORAGE COMPANY**
Moves, Stores, Packs, Ships
Household Goods Exclusively
THREE WAREHOUSES
Office, 6-8 MADISON AVE.

ATLANTA, GA.

**MORROW
Transfer & Storage Company**
**HOUSEHOLD GOODS and COMMERCIAL
STORAGE**

Distributors—R.R. Trackage—Carloads a Specialty
Main Office: 177-79 Marietta St. Warehouses: 68-80 Means St.

ATLANTA, GA.

**SOUTHERN
SALES & WAREHOUSE CO.**
FIRE PROOF CONCRETE WAREHOUSE
MERCANDISE DISTRIBUTORS
R. R. TRACKAGE, MOTOR SERVICE
Located in heart of wholesale district.
173 Humphries St.

AUGUSTA, GA.

JAS. H. HOLLINGSWORTH Established 1900
**THE HOLLINGSWORTH WAREHOUSES
STORAGE, DISTRIBUTION AND FORWARDING
MERCANDISE ONLY**
We are in position to render quick and efficient service. Located
in the heart of the wholesale district and most convenient to all
freight depots.
Private siding connecting with all railroads.
556 & 558 Walker Street 602 to 616 Sixth Street

SAVANNAH, GA.

**Savannah Bonded
Warehouse and Transfer Co.**

General Storage—Re-Consigning
Distributing—Forwarding
Prompt and Efficient Service
Exceptional Facilities
Custom House Brokers

Track Connections with all Railroads and
Steamship Docks
Members American Chain of Warehouses
Members American Warehousemen's Association
R. B. YOUNG, President
312-314-316 Williamson Street
P. O. Box 985 Savannah, Ga.

BOISE, IDAHO

**PEASLEY
TRANSFER & STORAGE COMPANY**
STORAGE, TRANSFER AND FORWARDING
NINTH AND GROVE STREETS

AURORA, ILL.

Thompson Transfer & Storage Co.

"We Deliver the Goods"

Consignments of household goods handled in a way to bring you credit.
Drayage, storage, forwarding and distribution. The only building in Aurora
designed for purely storage purposes.

Phones: Chicago 2668 and 291
12 N. RIVER ST., AURORA, ILL.
Members: N. F. W. A. and I. F. W. A.

CHICAGO, ILL.

BEKINS
HOUSEHOLD SHIPPING COMPANY
 Reduced Rates on Household Goods, Automobiles
 and Machinery
 General Offices, 805 BEDFORD BLDG., Chicago
 NEW YORK, BOSTON, BUFFALO, CINCINNATI

CHICAGO, ILL.

Central Storage and Forwarding Company

Robey Street and Pershing Road
 (On the Great Chicago Junction R.R.)

CHICAGO'S FINEST MERCHANTISE WAREHOUSES

New Modern Buildings Experienced Operatives
 Contents' Insurance Rate, 7½ Cents
 Negotiable Receipts Sixty Car Switch

A UNIVERSAL FREIGHT STATION

on the entire first floor of our premises guarantees the quickest
 and best service on outgoing shipments.

L. C. L. DISTRIBUTION
 WITHOUT CARTAGE

SPACE TO RENT

The Men Who Distribute
Winchester Arms and Ammunition
 Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

CHICAGO, ILL.

CHICAGO, ILL.

Before you decide on your
 Chicago Warehousing connections,
 investigate the facilities and service
 of the —

Continental Warehouse Co.
 416-434 West 12th Place — Chicago

*Sprinkled warehouses in the heart
 of the freight terminal district*

CHICAGO, ILL.

Currier-Lee Warehouse Co.

427 West Erie St., Chicago, Ill.

MERCHANDISE STORAGE EXCLUSIVELY

MODERN BUILDINGS
 CONVENIENT LOCATION
 UP-TO-DATE METHODS
 ADEQUATE FACILITIES
 LOW INSURANCE RATES
 EXPERIENCED EMPLOYEES

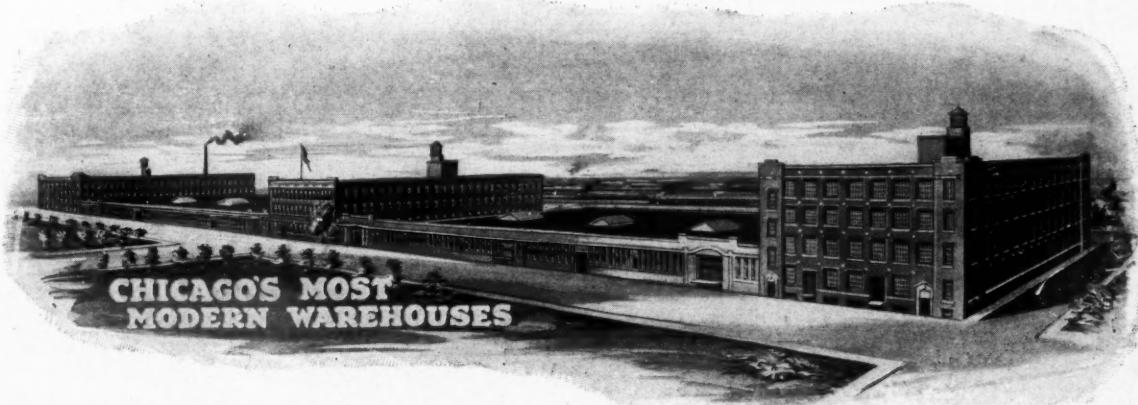
THE IMPORTANCE OF OUR LOCATION

FREE FROM CONGESTION. NOT DOMINATED BY ANY
 ONE RAILROAD ON INBOUND OR OUTBOUND SHIPMENTS.

On the Belt Ry. of Chicago, Adjacent to the Great Clearing Interchange Yards. Equipment of any Description Always Available. 42 Car Private Switchtrack. Largest Consignments Handled with Despatch.

L. C. L. Shipments Made to All Trunk Lines Without the Expense of Cartage, and Signed Bills of Lading Returned the Same Day. Insurance Rates as Low as 14c. All Buildings Clean and Modern.

FOR THE ABOVE-MENTIONED REASONS WE RENDER
 UNEQUALLED WAREHOUSING AND RESHIPPING SERVICE



**CHICAGO'S MOST
MODERN WAREHOUSES**

CROOKS TERMINAL WAREHOUSES,

(Formerly Chicago Storage & Transfer Co.)

5835 W. 65th Street, Chicago, Ill.

In the Active Clearing Industrial District.

CHICAGO, ILL.

EMPIRE STORAGE COMPANY

**Fireproof
Warehouses**

(Established 1891)



A Distinctive Organization

Our correspondents' interests are carefully safeguarded. Remittances of charges advanced are made immediately upon receipt of bill of lading.

The most liberal treatment of customers' complaints has built for us an enviable reputation for fairness.



Close proximity to the Belt Line Switch Tracks promotes expeditious handling of shipments from all trunk lines.

EMPIRE STORAGE COMPANY

52ND ST. AND COTTAGE GROVE AVE.

MEMBER

National Furniture Warehousemen's Assn.

Illinois

CHICAGO, ILL.

CENTER OF GREAT WEST SIDE OUR SPECIALTY

PROMPT REMITTANCES ON COLLECTIONS

**Fireproof
Also
Non-
Fireproof
Storage**



**Storage
Capacity
1000
Van
Loads**

MOVING

PACKING

SHIPPING

Master Service at Your Service

Consign all carload shipments for West Side care Baltimore & Ohio, Chicago Terminal Transfer Railway at Taylor Street and Kedzie Avenue. $\frac{1}{2}$ mile from our warehouse.

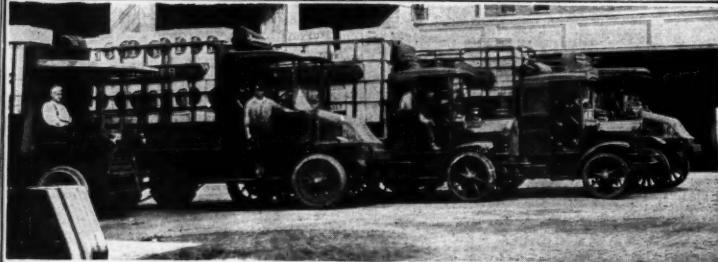
GARFIELD PARK STORAGE COMPANY

Established in 1903

3111-17 W. Madison Street

MEMBERS OF ILLINOIS AND NATIONAL FURNITURE
WAREHOUSEMEN'S ASSOCIATIONS.

Chicago, Ill.



A Fleet of Motor Trucks to Serve You

The Only Warehouse in Chicago Maintaining This Service

This fleet of motor trucks is owned and operated by ourselves to insure prompt delivery for our customers. Your dealings for storage and distribution are thus with one concern instead of two.

Distribution accounts in and around Chicago are our specialties. Consign your goods to us and assure yourself the best possible service.

GRISWOLD & WALKER, Inc.

1501 S. Peoria St.,
CHICAGO

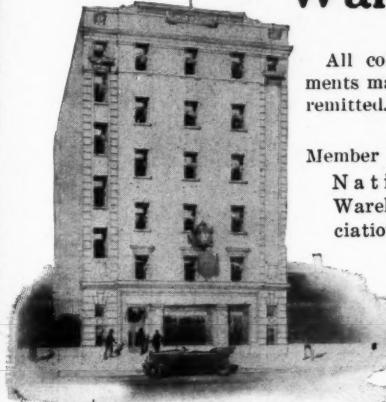


CHICAGO, ILL.

ESTABLISHED 1874

HEBARD

Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of National Furniture Warehousemen's Association, Illinois, New York and Southern Warehousemen's Association.

Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves. Warehouses E-F, North Side, Sheridan Road and Sheffield Ave. Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

Very Low
Insurance Rates

CM&STP Ry. Track
Inside Buildings

The Ontario Warehouse Co.

Ontario & Kingsbury Streets,

FROSTPROOF MERCHANTISE STORAGE

We specialize in the handling of Foodstuffs—our location being very convenient for distribution to wholesale grocers and jobbers.

CHICAGO, ILL.

Railway Terminal & Warehouse Company

444 W. Grand Ave.

MERCHANTISE STORAGE

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

**Modern Building—Low Insurance Rates
Use Our Service**

CHICAGO, ILL.



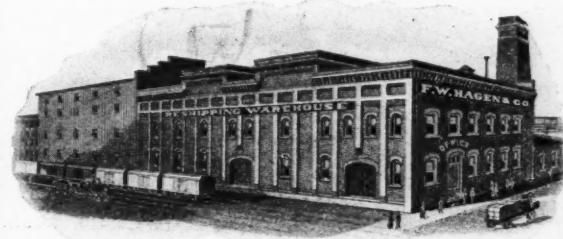
MIDLAND WAREHOUSE & TRANSFER CO.

MERCHANTISE STORAGE and DISTRIBUTING
General Offices 43rd & Robey Sts.

Chicago
WAREHOUSES
NO.1 43rd AND ROBEY STS.
NO.2 15th PL. AND WESTERN AVE.
NO.3 15th ST. AND WESTERN AVE.

No Cartage
or Trap Car
Delays in Making
L. C. L.
Shipments

CHICAGO, ILL.



RESHIPPING WAREHOUSES

Branch Harvey, Ill.	L. C. L. without cartage Phone 46	Grand Crossing So. Chicago, Ill. Daily Trap Cars H. P. 3109—Midway 4940	Branch Phone 367
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**LUMBER AND YARD STORAGE OFFICES
DERRICKS, SPACE, TRACKAGE
AUTOMOBILES, TRUCKS, TRACTORS
STEEL AND HEAVY PRODUCTS**

Merchandise of All Kinds

No congestion. Modern facilities. All within the Chicago Switching District. Milling in Transit Privileges. Write or wire—F. W. Hagen & Co., 1131 East 77th St., Chicago, Ill.

P. A. HALLBERG, Manager

The Men Who Distribute

Pillsbury Flour

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

CHICAGO, ILL.

Fireproof Storage

Moving, Packing, Shipping, Storage of Household Goods and Merchandise.

Prompt, Efficient Service.
We Use Packard Vans.

WAREHOUSE:
6542-46 N. Clark St.
CITY OFFICE:
1854 N. Halsted St., Chicago, Ill.



EST. 1893 INC. 1913



CHICAGO, ILL.

Soo Terminal Warehouse

Chicago, Illinois

Storage and Distribution of Merchandise Centrally Located

Make Your Out-of-Town Shipments Without Cartage
Via Chicago Tunnel. Absolutely Fireproof

"The Economical Way"

W. G. Morgan, Manager 519 W. Roosevelt Road

CHICAGO, ILL.

CHICAGO, ILL.

Have Your Own Transfer Representative In Chicago

If you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignment. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond. We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

Jos. Stockton Transfer Co.
1020 So. Canal St.
Chicago, Ill.

WAKEM & McLAUGHLIN

(INCORPORATED)

CHICAGO

We Store and Distribute Merchandise Only

WAKEM & McLAUGHLIN
1020 South Canal Street
Chicago, Illinois

DA 100

CHICAGO, ILL.

Member American Warehousemen's Association, Illinois Association of Warehousemen

ROBERT L. SPENCER
Warehouse Superintendent
Pennsylvania System

WESTERN WAREHOUSING CO.

General Merchandise Warehouses

POLK STREET TERMINAL, PENNSYLVANIA SYSTEM, CHICAGO

WHERE WE ARE:

At the edge of "The Loop," Chicago's downtown business center.

WHAT WE HAVE:

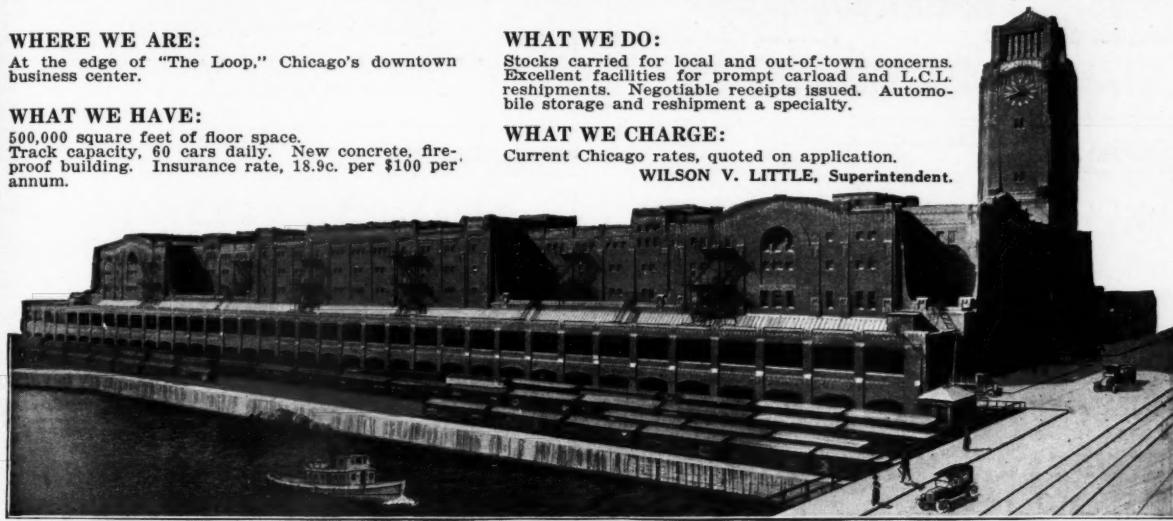
500,000 square feet of floor space.
Track capacity, 60 cars daily. New concrete, fire-proof building. Insurance rate, 18.9c. per \$100 per annum.

WHAT WE DO:

Stocks carried for local and out-of-town concerns. Excellent facilities for prompt carload and L.C.L. reshipments. Negotiable receipts issued. Automobile storage and reshipment a specialty.

WHAT WE CHARGE:

Current Chicago rates, quoted on application.
WILSON V. LITTLE, Superintendent.



CHICAGO, ILL.

To insure quick delivery and lowest handling expense consign all Chicago Shipments to Tooker Storage & Forwarding Co., 14th St. Erie R. R. Terminal; New York Shipments to Tooker Storage & Forwarding Co., 28th St. Erie R. R. Terminal.

TOOKER STORAGE & FORWARDING CO.

MERCHANTISE WAREHOUSEMEN

New York Office
and
Warehouse:
28th St. & 11th Ave.
Erie R. R. Tracks
Tel. Chelsea 7845-7846

Chicago Office:
and
Warehouse:
Clark & 14th Sts.
Erie R. R. Tracks
Tel. Victory 2360-2429

DANVILLE, ILL.

**It Is Profitable
to
Break Bulk
for Illinois & Indiana
in Danville**

Danville is the east and west rate-breaking point of several large railroads. Carloads into Danville can be broken into LCL shipments at considerable saving in shipping costs.

We will reship your goods as carefully and expeditiously as if you were directing the work yourself.

Likewise you may take advantage of the excellent facilities we have for safeguarding spot stocks for quick delivery in Illinois and Indiana.

Danville Transfer & Storage Co.
Danville Illinois

MOLINE, ILL.

Fireproof Storage

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., and Davenport, Iowa

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

Crandall Transfer & Warehouse Company
1205-1209 Fourth Ave.
Moline, Illinois

PEORIA, ILL.

J. ter VEEN
Manager
**MERCHANTS WAREHOUSE
COMPANY**

General Merchandise Storage and Forwarding.

RALPH D. BAYNARD
Traffic Manager

The Men Who Distribute
Eclipse Lawn Mowers
Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

ROCKFORD, ILL.

*"The Choice of the Greatest Industries"*

FORT WAYNE, IND.

BROWN TRUCKING COMPANYMOVING, DISTRIBUTING, STORAGE AND
GENERAL TRANSFER—MOTOR SERVICE

Pool Cars a Specialty

Office, 125 W. Columbia Street

FORT WAYNE, IND.

Fort Wayne Storage Company**FORT WAYNE, INDIANA***General Merchandise
Storage and Forwarding*

INDIANAPOLIS, IND.

**16 Years of Efficient Service****Henry Coburn
Storage &
Warehouse Co.****INDIANAPOLIS****Merchandise Storage
and
Pool Car Distribution**

Double track switch of 10 cars capacity, all within building. No exposure of goods to weather. Most centrally located warehouse as to wholesale district and depots.

Operating our own fleet of White and Packard trucks. Also teams for short hauls, heavy machinery, etc.

Reference: R. G. Dun or Bradstreet's Agencies. **FRANK F. POWELL**, President and Manager.

FORT WAYNE, IND.

PRIVATE SIDING

Pettit's Storage Warehouse Co.**"FIREPROOF"**

STORAGE, TRANSFER, DISTRIBUTION

The Men Who Distribute

Scott's EmulsionRead **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

INDIANAPOLIS, IND.

INDIANAPOLIS WAREHOUSE CO.

Our Service consists of—Warehouse for Manufactured Articles, Trucks for Drayage Equipment. Prompt shipment, and reports as you want them.

We are, in fact, ready to be your Shipping Department. Located in the heart of the U. S. A. within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan. Insurance rate, 30¢—extra hazardous goods not taken. Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°. We solicit your business and refer you to any of our customers as to our ability to do it right.

Railroads:

Penna. Ry.; C. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry.
18 Traction Freight Lines.**The Indianapolis Warehouse Co., Inc.**FRANK A. TODD, V. P. and Gen'l Mgr.
West New York and Canal

INDIANAPOLIS INDIANA

INDIANAPOLIS, IND.

HOGAN



**"Goods for
Indianapolis
are Goods
for
HOGAN"**

A modern fireproof plant that cost \$200,000 before the war. That means pre-war overhead, consequently lower rates.

Located an equal distance from, and near to the principal residence districts of a wealthy city. Every facility for the safe, convenient keeping of all household goods.

We are glad to act as receiving agents for furniture shipments. You may assure your client of perfect service on his arrival. Motor van service and heated rooms.

HOGAN TRANSFER & STORAGE CO.
Indianapolis Indiana

INDIANAPOLIS, IND.

SHIP THROUGH TRIPP

MERCHANDISE AND
IMPLEMENT STORAGE
DISTRIBUTION

Tripp Warehouse Company
Indianapolis Indiana

Member American Chain of Warehouses.

KOKOMO, IND.

Tudor Warehouse Co. SERVICE

Kokomo — 513 N. Buckeye St. — Indiana

MERCHANDISE DISTRIBUTION AND HOUSEHOLD GOODS STORAGE

Member National Furniture Warehousemen's Ass'n

SOUTH BEND, IND.

Consign your cars containing merchandise for Northern Indiana and Southern Michigan points to us for forwarding.

INTERCITY TRANSFER COMPANY

General Forwarders and Distributors.

City Delivery. 200-2-4 E. Jefferson Blvd.	Storage. South Bend, Indiana <small>(Members I. T. and W. A.)</small>
---	--

SOUTH BEND, IND.

WARNER WAREHOUSE COMPANY

**Merchandise
Distribution and Warehousing**

Special attention given to the prompt and efficient handling of Pool Cars. Negotiable Warehouse Receipts issued.

518-524 S. Pine St., SOUTH BEND, INDIANA

H. A. PRUYNE, Manager.

Members:
American Warehousemen's Ass'n, Central Warehousemen's Club, American Chain of Warehouses.

SOUTH BEND, IND.

BELL PHONE 774 HOME PHONE 1693

Woodworth's Storage and Transfer Line

FREIGHT TRANSFER AND HEAVY MACHINERY

Furniture Moved in Vans and Stored in Fireproof or

Mill Constructed Bldgs.

OFFICE: REAR ROBERTSON HOTEL, EAST WAYNE STREET

Represented by

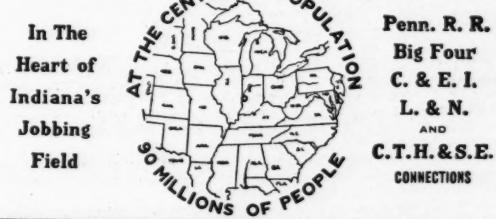
J. P. WOODWORTH

South Bend, Ind.

TERRE HAUTE, IND.

Store in Terre Haute

We solicit your storage and distributing business, being located



TERRE HAUTE WAREHOUSE & STORAGE CO.
TERRE HAUTE

The Men Who Distribute

"None Such" Mince Meat

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index.

BURLINGTON, IOWA

LOW FREIGHT RATES To Us—From Us

The Mississippi marks the line between expensive shipments and economical redistribution. Car-loads rehandled in Burlington take a low rate this far, and another low rate beyond. It is at this point that the C. B. & Q. break bulk on their westbound shipments. Through cars are made up daily for practically all points within a radius of 200 miles and all points of any consequence west.

Mercer Transfer and Storage Company
Burlington, Iowa

CEDAR RAPIDS, IOWA

Pool Cars
Distributors
Household Goods
Storage

Members of
American Chain of
Warehouses

National Furniture
Warehouses Associa-
tion

Illinois Warehouse As-
sociation

Central Warehouse As-
sociation

Careful Moving, Packing and Storing Household Goods
Trackage.

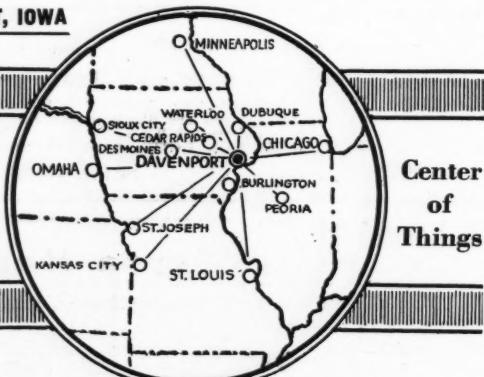
CALDER'S VAN & STORAGE COMPANY
Cedar Rapids, Iowa.



DAVENPORT, IOWA

Right
in
the

Center
of
Things



Davenport, Iowa, is a strategic point in the distribution of commodities in its location on the Mississippi River, which is a great medium in its regulation of freight rates.

Davenport, Iowa, is a great trade center; with the several adjoining states it is in the center of a distribution district reaching twenty million people.

We help "deliver the goods" at a minimum of expense, as a branch house, your distributing agent, or in entire detail, with fireproof storage and trackage.

We have figures to prove the economy of using our organization. Send for our circular showing comparative costs. The great saving of freight car loads to Davenport and local freight rates, in Iowa, Minnesota, Nebraska, Kansas, Missouri, etc., is of vital importance. We are anxious to help traffic managers. Write today.

Davenport, Iowa, member of American Chain of Warehouses, a guarantee of service, satisfaction and lowest prices, being a link of the Warehouse Chain—strictly fireproof Warehouse, located on trackage, in the heart of the wholesale and retail district, one to five blocks from all freight depots.

Ewert & Richter Express and Storage Co.
Davenport, Iowa

DAVENPORT, IOWA

Merchants Transfer & Storage Co.

118 Harrison St., Davenport, Iowa.

Seven Warehouses—Fireproof and Non-Fireproof
Storage, packing, moving. Free switching to any warehouse. We handle pool cars for distribution. Members American Warehousemen's Association, Central Warehouseman's Club, National Furniture Warehousemen's Association.

THE BEST SERVICE AT LOWEST PRICES

DES MOINES, IOWA

City of Certainties

Blue Line Storage Co., Inc. 208-226 Elm St. Des Moines, Ia.

General Merchandise and Implements

STORAGE

Private Tracks—Capacity 16 Cars
Platform Transfer and Distribution

EXPERT SERVICE

Logical distribution point for Iowa

WATERLOO, IOWA

Phone 346

Iowa Warehouse Company

General Warehouse and Transfer Business

FURNITURE STORAGE AND FORWARDING
AUTOMOBILE STORAGE AND DISTRIBUTING

BRANCH HOUSE SERVICE
Waterloo, Iowa

We are located on C. R. I. & P.—
C. G. W.—Ill. Cent. and W. C. F.
& N. Ry.

180,000 Square Feet Floor Space



ATCHISON, KANSAS

The Grodick Transfer and Storage Co.

Commercial Storage

Distributors—R.R. Trackage—Carloads a specialty.
Prompt Service—No Congestion
Missouri River Freight Rate Adjustments.
Household Goods—Moved, Packed, Stored, Shipped.

The Men Who Distribute

Seaman Paper Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute

Indian Packing Products

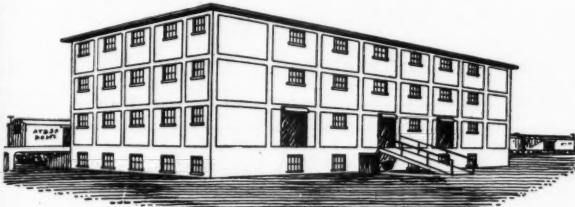
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

HUTCHINSON, KAN.

HUTCHINSON BONDED WAREHOUSE

Corner Cleveland and Second

Hutchinson, Kansas



Proprietor A. G. BARNETT, Manager

SANTA FE TRACKS
EIGHT CAR PRIVATE SIDING
FIRE PROOF BUILDING
2,200,000 FT. STORAGE SPACE

LOUISVILLE, KY.

FIREPROOF STORAGE CO., Inc.

308-14 West Liberty St.,

Located in center of MAIN BUSINESS SECTION
 Only absolutely FIREPROOF STORAGE WAREHOUSES
 in our city

Assembling and Distributing Car Shipments a Specialty
 Prompt attention given to collections

LOUISVILLE, KY.

Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood

of Ohio River Valley Commerce

Louisville Public Warehouse Co.

Louisville, Kentucky

W. N. Cox, President.

E. H. Bacon, Vice-President.

LOUISVILLE, KY.

SAFETY

TRANSFER & STORAGE CO., INC.

Offices 105 S. Hancock St.

HOUSEHOLD GOODS

Moved, Packed, Stored, Forwarded

AUTOMOBILE AND TRACTOR STORAGE

Members I. F. W. A.

PARSONS, KANSAS

PHONE 78

P. O. BOX 593

NO TASK TOO GREAT—NO ITEM TOO SMALL
 SERVICE FIRST

Parsons Transfer and Storage Co.

1904 BROADWAY

KANSAS

LOUISVILLE, KY.

S E R V I C E

EXCEPTIONAL personal service to all storage customers has been the keynote of our rapid growth in this section, "The Gateway to the South."

Unlimited storage facilities, private railroad sidings, center of Jobbing district, Automatic Sprinkler System, low insurance rates, makes ours an ideal storage Warehouse.

We make a specialty of Pool car distribution and reforwarding, handle all local shipments efficiently, store and distribute your merchandise quickly and economically, specializing on staple Food Products.

"Carry Your Spot Stocks Here" for Customers in this vicinity. Your patronage or inquiry is solicited.

Pickrell & Craig Co., Inc.

FACTORS AND WAREHOUSEMEN

WICHITA, KANSAS

SOUTHWESTERN STORAGE AND DISTRIBUTING COMPANY

Best Distributing Point for the Southwest
 Warehouse 25,000 square feet floor space. Free switching privileges.
 A. T. S. Fe., C. R. I. P., Mo. Pac. Frisco, Orient and Midland Valley railroads.

General Merchandise Forwarding and Transferring
 Our Specialty:
 Reference American State Bank, 428-432 N. Wichita Street
 Wichita, Kansas

The Men Who Distribute

Bon Ami

Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

The Men who Distribute

"Jello"

Read DISTRIBUTION & WAREHOUSING
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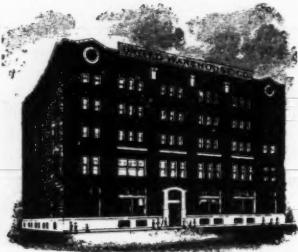
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A DIRECTORY of WAREHOUSES

Published by

Distribution & Warehousing

1921 Edition

Listing in convenient form for ready reference the warehouses in the United States. Giving information regarding facilities and railroad connections and other data invaluable to all those who use warehouses as consignees or for distribution.

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"DISTRIBUTING AGENTS"Consign Your Pool-Cars Direct to Us. We Handle
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"LOW FIRE INSURANCE"

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Your Clients Efficiently Served
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Modern Sprinklered Warehouses, Approximately 400,000 sq. ft. Floor Space.

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We operate a large, modern pier and storage shed on 25-ft. channel.

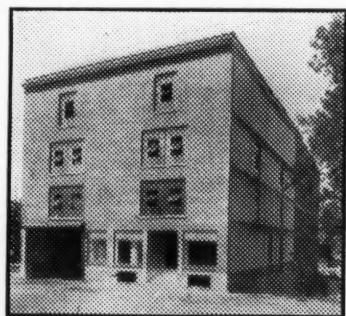
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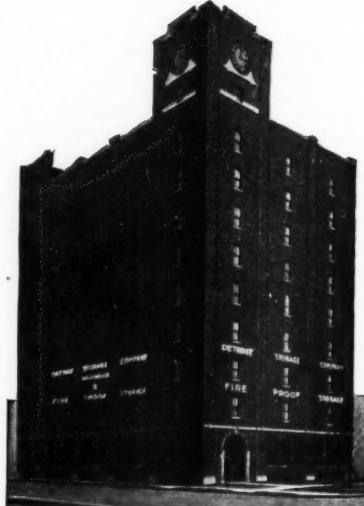
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Est. 1880

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50 Car Track Space on M. C. R. R. and Grand Trunk
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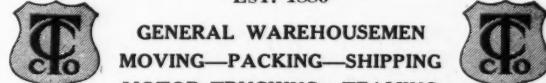
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STORAGE AND TRANSFER
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Located on Terminal Tracks No Switching Charge

MINNEAPOLIS, MINN.

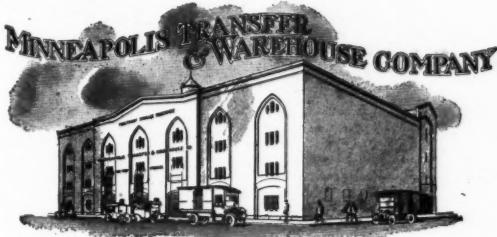
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Locked Private Fireproof Rooms for Storage of Household Goods. Lowest Insurance Rate in Minneapolis.

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POOL CAR DISTRIBUTORS
Complete Fleet of Auto and Horse Vans.

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SECURITY**WAREHOUSE COMPANY**

Established 1883

**MERCHANDISE
STORAGE And
DISTRIBUTION**

For Minnesota and Northwestern States

**L. C. L. Shipments without
Cartage**

Motor Truck Deliveries
**Located in heart of whole-
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Skillet Company

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1,000,000 cubic feet

Fireproof Storage
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Distributors and Handlers of
HOUSEHOLD GOODS

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Automatic insurance placed on receipt of your goods, if desired.

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Located at the logical distributing point for Mississippi. Merchandise storage and prompt distribution of pool cars. Modern brick building on Illinois Central Railroad siding. Motor Truck Service.

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**GROVES
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The Men Who Distribute

Tidewater Oil

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The Men Who Distribute

Ivory Soap

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The Men Who Distribute

Kellogg's Toasted Corn Flakes

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KANSAS CITY, MO.



OUR NEW WAREHOUSE

KANSAS CITY, MO.



Your Kansas City Shipments

consigned in our care will be handled with a degree of promptness and intelligence that will safeguard your own interests and give an added confidence to your customer.

*Send Carloads to
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A-B-C Fireproof Warehouse Company

— 4 Fireproof Warehouses 4 —

WE appear here for the express purpose of giving you a picture of at least one MERCHANT- DISE WAREHOUSE COMPANY in the United States that is NOT SOLICITING new business at this time.

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KANSAS CITY MISSOURI**

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Do you know

Kansas City ranks
second as a receiving and
distributing point for
fruit and vegetables?



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CITY

AMERICA

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CLAGETT STORAGE & TRANSFER CO
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Storage**

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KANSAS

CITY

THE HEART OF AMERICA

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Fireproof Warehouse
Convenient to All
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Send your consignments in our care
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2616-18-20 Warwick



Ins. Rate 22c

KANSAS CITY, MO.



KANSAS CITY, MO.

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Located in the heart of the wholesale district, with side tracks on Union Pacific. Specialists in the handling of distribution accounts. Motor Service.

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Jiffy Desserts
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and consult the Shippers' Index

Merchandise STORAGE DISTRIBUTION

North Kansas City Development Co.
730 Railway Exchange
Kansas City, Mo.

ST. LOUIS, MO.

**THE GATEWAY
TO THE WEST AND SOUTH**
Columbia Terminals Co.

Especially Equipped to Handle

Distributed Cars

Storage

Baggage

Drayage

OPERATING

Ten Warehouses

300 Wagons

75 Motor Trucks

25 Tractors

100 Semi-Trailers

WE LEASE MOTOR TRUCKS BY HOUR, DAY OR CONTRACT

15,000 TONS STORAGE CAPACITY

KANSAS CITY, MO.

KANSAS CITY, MO.

In order to please your customers bill their goods to us and shipment will be handled in our usual intelligent, prompt and careful manner.

Collections Made and Returned Promptly

38 Years in
Business

Oldest Firm in
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Member: National Furniture Warehousemen's Association

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**SAINT
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MISSOURI**



**GENERAL
WAREHOUSING
COMPANY**

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ONE POUND
RUMFORD
BAKING
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A genuine phosphate of soda in baking powder
MADE IN U.S.A.
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ST. LOUIS, MO.

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Expert Movers and Forwarders of
HOUSEHOLD GOODS

Our Auto Truck Service is Unexcelled

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The Natural Distributing Point
for the rich
Ozark Mountain Territory

SPRINGFIELD WAREHOUSE
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Capital \$100,000

Storage and Distribution of Merchandise and
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Four Warehouses Low Insurance Rates
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Modern Facilities for Moving, Packing and Shipping
Furniture and Household Goods

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Globe Delivery Co.

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5 Warehouses—Trackage

Write us for explanation of Lincoln's advantages as a distribution center

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WHEN you select your distribution and warehousing facilities for this territory take advantage of the experience and good reputation of this organization.

General Merchandise Storage and Distribution
Household Goods Storage, Moving and Shipping

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**"ADEQUATE FACILITIES
WHEREVER GOODS GO"**

We have every facility for handling whatever goods may be offered us

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16th and Leavenworth Sts. Omaha, Nebraska

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STORAGE & VAN CO.**

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Exclusive Household Storage

Removals — Packing — Forwarding
All Collections Promptly Remitted

MEMBERS { National Furniture Warehousemen's Association
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336,000 Square Feet Storage and Leasing Space, Sample Rooms, Office Space, Merchandise, Storage and Distribution Exclusively.

**Mercantile Storage & Warehouse
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Omaha, Nebraska*We Specialize in Merchandise Distribution*

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**Household Goods Packed,
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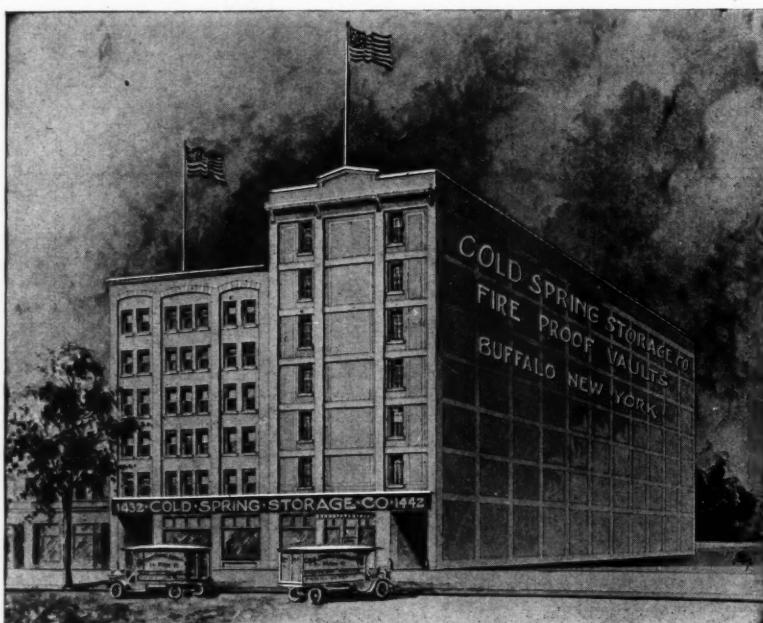
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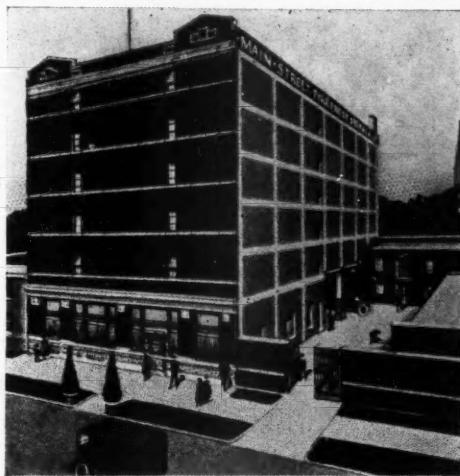
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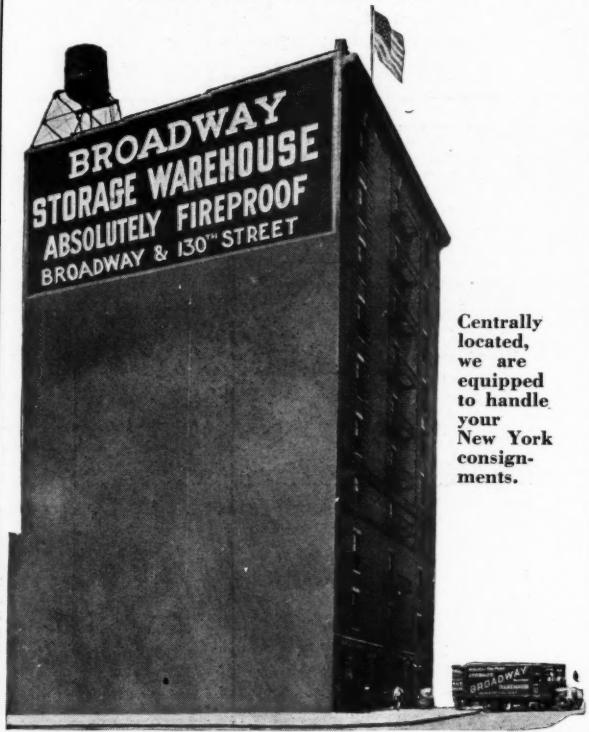
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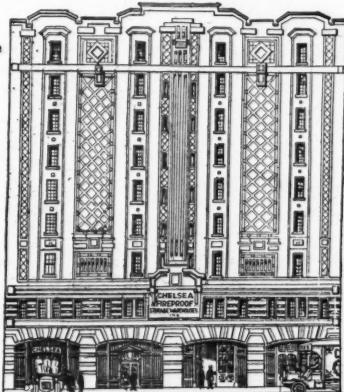
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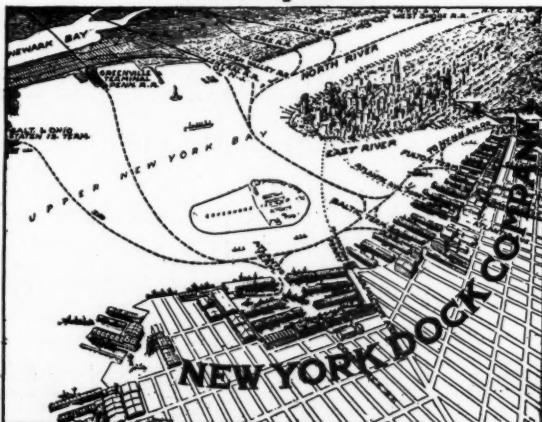
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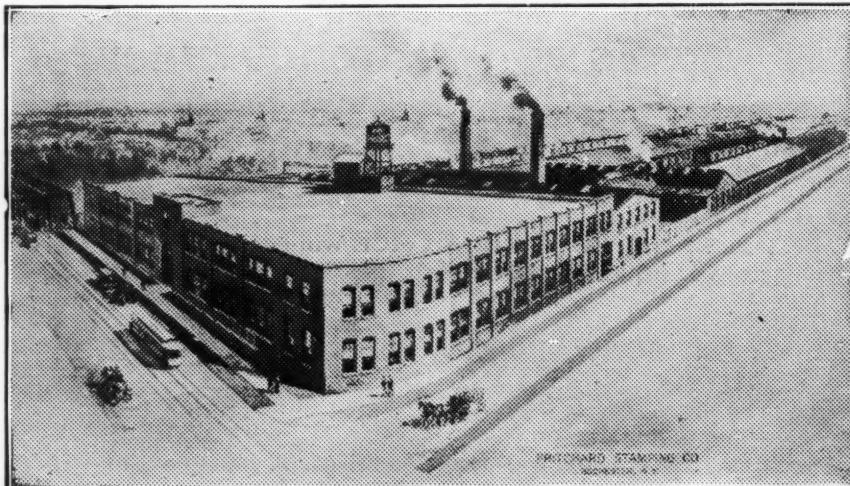
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De Laval Separators

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

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Local and Long Distance Hauling and Distribution

"Same Day Service"

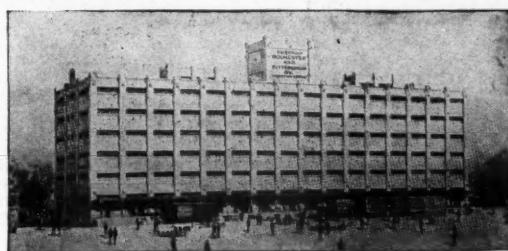
Buildings Fully Equipped with Sprinkler System

PRITCHARD STORAGE & WAREHOUSE COMPANY

East Main Street & N. Y. C. R. R.

Rochester, N. Y.

ROCHESTER, N. Y.



General Merchandise Storage

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

Service That Brings Results.

B. R. & P. Warehouse, Inc.

E. D. Davis, President
Rochester, N. Y.

ROCHESTER, N. Y.

JOSEPH A. SCHANTZ COMPANY

173-219 CENTRAL AVENUE



We have every facility for handling your Rochester shipments

Two Fireproof Warehouses
Two Non-fireproof Warehouses
Large Fleet of Modern Motor Vans

By mailing your Rochester bills of lading to us you are guaranteeing the most prompt and courteous service to your patrons. You are also protecting your own interests, because we will return all collections promptly and watch the details carefully.

Member of New York Furniture Warehousemen's Ass'n

ROCHESTER, N. Y.

ROCHESTER CARTING Co.

Members New York Warehousemen's Association
Distributors of Car Load Freight

Unsurpassed facilities for Storing, Transferring and Forwarding
Merchandise and Household Goods
Two Large Storage Warehouses

162-164 ANDREWS STREET

SCHEMECTADY, N. Y.

Lights and Hauls the World

We don't light the world, but we pack, crate and ship H. H. Goods to all parts of the world.

Exclusive H. H. Goods Storage Warehouse.

NEIL F. RYAN

We Move Anything Anywhere

Storage Warehouse: 228-234 Broadway Fleet of Fourteen Trucks and Vans. Local and Long Distance Hauling.

SCHEMECTADY, N. Y.

SCHEMECTADY

is a natural Distributing Center. We make a specialty of L. C. L. Forwarding and Distribution of Pool Cars.

Two up-to-date Warehouses. Track connections with all Railroads entering City.

Storage of Household Goods, Merchandise, Implements, Yard Storage. Heavy Haulage. Motor Service.

SCHEMECTADY STORAGE & TRUCKING COMPANY

SYRACUSE, N. Y.

The Central City Storage & Transfer Co., Inc.

WILL FURNISH YOU

Satisfactory

Storage
Distribution

Service

AT

SYRACUSE, N. Y.
PLUM & WILKINSON STS.

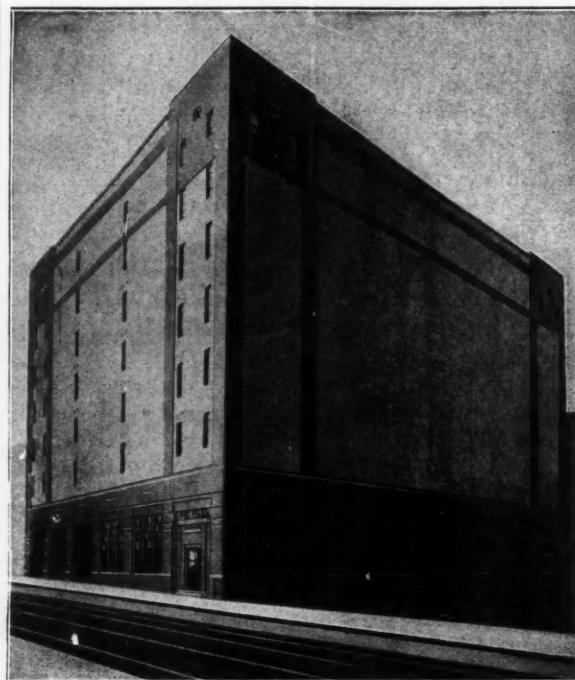
If Your City Isn't Represented Here

Put it on the shippers' map by inserting your card in this space.

SYRACUSE, N. Y.

GREAT NORTHERN WAREHOUSES, Inc.

*The Warehouse That PUT SERVICE
in Warehousing at Syracuse*



Syracuse is the logical reservoir from which to make central New York distribution—

Because Great Northern Warehouses, Inc., have the facilities for storage and distribution in connection with the excellent transportation facilities for shipment by rail and motor truck.

Syracuse is a market from which two million people can be fed, clothed, housed and maintained in business.

Great Northern Warehouses, Inc., can place your product with these people to the best advantage.

**350-360 West Fayette Street
Syracuse New York**

SYRACUSE, N. Y.

Flagg Storage Warehouse

TWO FIREPROOF WAREHOUSES

STORAGE OF GENERAL MERCHANDISE
and HOUSEHOLD GOODS

We are in position to render quick and efficient service.

Centrally located to all jobbers and freight houses.

Correspondence Solicited.

100 Townsend St.,

Syracuse, N. Y.

SYRACUSE, N. Y.

King Storage Warehouse, Inc.

Opposite N. Y. C. West St. Station



COMMERCIAL and FURNITURE STORAGE PRIVATE RAILROAD SIDINGS

DISTRIBUTING SERVICE
Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

HOUSEHOLD GOODS
We solicit your Syracuse business. Motor delivery service Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE

The Men Who Distribute

Pepsin Syrup

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute

Vick's Vaporub

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

SYRACUSE, N. Y.

Always Ready to Serve and Satisfy**Syracuse Furniture & Forwarding Co., Inc.**
270-272 James St.Better Than Bank Service on Collections
Up-to-the-Minute Service**MOVING PACKING SHIPPING STORAGE**

Sixteen years of satisfactory, progressive and efficient service in Syracuse enables us to give the best at the least expense.

SYRACUSE SHIPMENTS MADE IN OUR CARE WILL BE HANDLED RIGHT

Centrally Located to all Freight Houses



Siding on New York Central for handling car-load shipments.

UTICA, N. Y.

Consign Utica Shipments
to
JONES-CLARK TRUCKING AND STORAGE CO., Inc.

127-135 Hotel St.

SPECIAL ATTENTION given to Merchandise Distribution and Pool Car Shipments. Storage of Merchandise, Furniture, New Autos and Machinery.

MEMBERS NEW YORK AND ILLINOIS ASSOCIATIONS

U. S. C. Bonded

Bill Via N. Y. C., D. L. & W., N. Y. O. & W.

CHARLOTTE, N. C.

UNION STORAGE COMPANYGeneral Warehousemen
Merchandise Distributors
Manufacturers' Agents

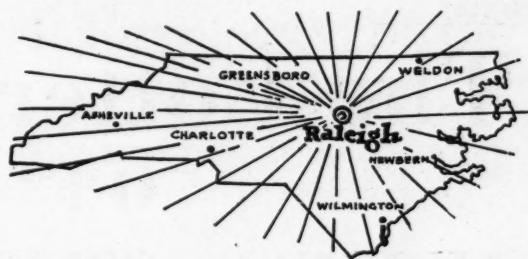
CHARLOTTE, N. C.

Center of Southern Textile Field
Population Nearly 5,000,000 in 150-Mile Radius

The Men Who Distribute

Crystal Domino SugarRead **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

RALEIGH, N. C.



RALEIGH, in the heart of the new south, is the logical distribution point for shipments to this territory. It is centrally located and reaches a population of over one million, five hundred thousand within a radius of 100 miles. Raleigh has excellent railroad service and reshipping facilities.

We store, reship and distribute all classes of freight in this territory. We have modern, brick warehouses located directly on the railroad tracks and specialize in pool car distribution.

CAROLINA
STORAGE AND DISTRIBUTING COMPANY
(BONDED)

AKRON, OHIO

Akron Warehouse Company

211-215 S. Broadway

AKRON, OHIO

Two Large Warehouses

Railroad siding at each warehouse

Pool and Club Car Distribution

Household Goods and Merchandise

Motor Truck Equipment

W. W. Sharp, President M. A. Gardner, Manager

Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

It is also worth your while to earn their reciprocity.

AKRON
COLUMBUS } OHIO
MANSFIELD

The Cotter Warehouses O F O H I O

AKRON — COLUMBUS — MANSFIELD

(8 Warehouses)

(7 Warehouses)

(5 Warehouses)

THE UNION FIREPROOF WAREHOUSE CO.

AKRON, OHIO

OPERATING

THE UNION FIREPROOF FURNITURE WAREHOUSES

AND

THE UNION TERMINAL WAREHOUSES

Merchandise Storage and Pool Car Distribution

B. & O., Erie & Penna. R. R. Sidings

Motor Vans

Packing

THE W. LEE COTTER WAREHOUSE CO. COLUMBUS, OHIO

OPERATING

THE COLUMBUS TERMINAL WAREHOUSE

Fireproof and Non-Fireproof Warehouses

Merchandise Storage and Distribution

Save 35 to 50% freight by shipping in car lots.

THE COTTER TRANSFER & STORAGE CO. MANSFIELD, OHIO

The Trunk Line City

Fireproof and Non-Fireproof Warehouses

Furniture and Merchandise Storage Distribution

MOTOR TRUCKS

HEAVY HAULING

CANTON, OHIO

The Canton Storage Co.

318 Cherry Ave., N. E. CANTON, OHIO

"WE DELIVER EVERYTHING."**TWO LARGE WAREHOUSES
ABSOLUTELY FIREPROOF.****MERCHANDISE & HOUSEHOLD
GOODS STORAGE.**

Car load lots and less than car load lots received, checked, distributed and forwarded.

Served by all Railroads Entering Canton

CANTON, OHIO

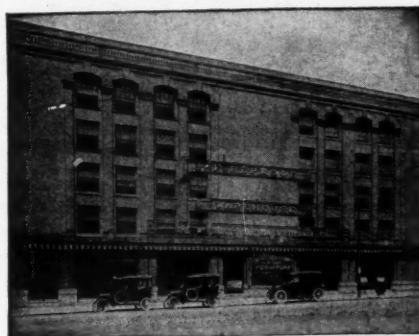
The Cummings Storage Co.Cor. 4th and Walnut St., S. E.
CANTON, OHIO**General Merchandise, Distribution and
Household Goods Storage.****Fireproof and Non-Fireproof Build-
ings. Private Steel Lockers.**Unsurpassed facilities for handling pool car and
car load shipments.**Railroad Sidings
Logical Distributor for this Section**

CINCINNATI, OHIO

THE GATEWAY OF THE SOUTH**CONSIGN TO AND STORE YOUR CARS OF****Oils — Greases — Lubricants — Inks — Colors
— Liquid Chemicals — Varnishes — Compounds**and other commodities of this nature put up in tight cooperage,
in our cool cement cellars. Low rates. Excellent service.

The Baltimore & Ohio Warehouse, 918 W. 5th Street

CINCINNATI, OHIO

"STACEY FIRST"**SERVICE****FIREPROOF AND NON-FIRE-
PROOF WAREHOUSES****MODERN MOTOR
VAN EQUIPMENT****RELIABILITY**Established 1891 Investment \$250,000
Your interests carefully protected**STACEY STORAGE CO.**
2333 Gilbert Avenue

CINCINNATI, OHIO

FRED PAGELS**Fireproof and Non-Fireproof**Business Established in 1867 and built up by
A SERVICE THAT SATISFIES**Prompt Deliveries by Motor
Complete Transfer Facilities**

Member
of
National Furniture
Warehousemen's
Association
and
Ohio Furniture
Warehousemen's
Association

937 West 8th St.

Four blocks from
any R. R. entering
Cincinnati.

CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than car-
loads for out of town firms. Warehouse on Pennsyl-
vania Railroad. Motor Truck and Team Service.**WALLACE TRANSFER & FORWARDING CO.**
222 and 224 East Front Street

CINCINNATI, OHIO

Bill Your Shipments for Cincinnati to

THE ZEIGLER-SCHAFFER CO.

2941-43 EASTERN AVE.

SIDING ON PENNSYLVANIA LINES

Moving	Storage	Packing	Shipping
Efficient and Courteous Service		Prompt Remittances	
COMPLETE MOTOR TRUCK EQUIPMENT			

The Men Who Distribute

Fairy SoapRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

CLEVELAND, OHIO

THE CENTRAL STORAGE WAREHOUSE CO.,

1843 East 55th Street

CLEVELAND, OHIO

5601 Hough Ave.

MERCANDISE DISTRIBUTION—HOUSEHOLD GOODS STORAGE



One of the World's Largest Moving Vans

SERVICE IS THE THING FOR YOU AND YOUR CLEVELAND CUSTOMERS
LET US SERVE THEM AS THEY SHOULD BE SERVED

OUR EQUIPMENT—FIREPROOF AND NON-FIREPROOF STORAGE OPERATING 40 MOTOR TRUCKS.
OUR ORGANIZATION IS COMPLETE AND IS MORE THAN AMPLE FOR THE LARGEST AND MOST DIFFICULT PROPOSITION.

—WE CONSERVE YOUR INTERESTS—

CLEVELAND, OHIO

THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution
and Reshipment

Convenient to Business and Shipping District

LOW INSURANCE RATES
Sprinkler System

3 Warehouses, Private Siding,
C. C. C. & St. L. R. R.

CLEVELAND, OHIO

THE CURTIS BRO.'S TRANSFER COMPANY

French, Winter and Fall Streets
CLEVELAND, OHIO

MERCANTILE STORAGE AND GENERAL TRUCKING

Low Insurance
Sprinkler System

Private Siding on
C. C. C. & St. L. R. R.
Pool Cars for Distribution
Motor Truck Service

CLEVELAND, OHIO

Ship Through LEDERER Terminal Warehouse Co.

1,200,000 Cubic Feet Mercantile Space
Private Siding, Erie R. R.

Storing — Distributing — Forwarding

"We Make Your Interest Ours"
Offices, Forest City Bank Bldg.

Cleveland

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

The
**ANDREWS FIREPROOF
STORAGE CO.**

6802 LEXINGTON AVE.

The
**GARFIELD MOVING
& STORAGE CO.**

9204 BUCKEYE ROAD

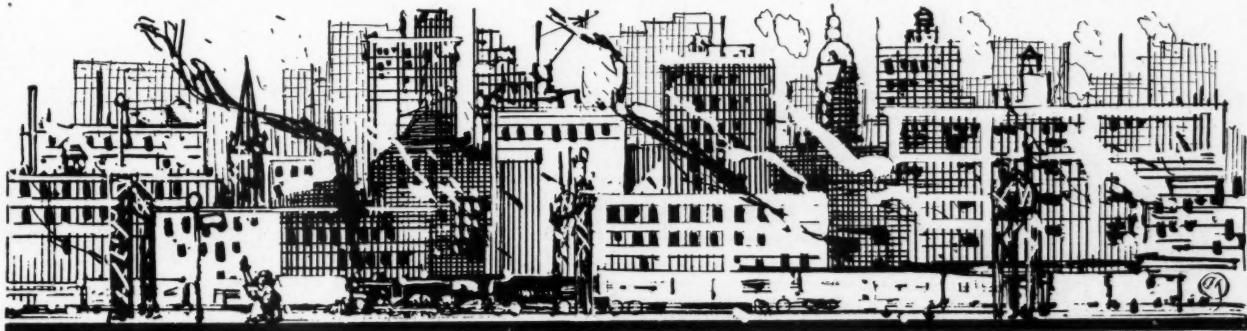
**JOHN BECKER
Fireproof Storage**

2055 W. 41st STREET

The
**KNICKERBOCKER
STORAGE CO.**

7724 DETROIT AVE.

MEMBERS OF CLEVELAND FURNITURE WAREHOUSEMEN'S ASSOCIATION



Cleveland

MEMBERS OF NATIONAL FURNITURE

**LAKE SHORE MOVING
AND STORAGE CO.**

664 EAST 105th ST.

The
**SCOTT BROS. FIRE-
PROOF STORAGE CO.**

1838-40 EAST 55th ST.

The
**LINCOLN FIREPROOF
STORAGE CO.**

5660-5704 EUCLID AVE.

The
**NEAL FIREPROOF
STORAGE CO.**

7208-16 EUCLID AVE.

5 LARGE WAREHOUSES

MEMBERS OF CLEVELAND FURNITURE



Fifth City

WAREHOUSEMEN'S ASSOCIATION

The
EUCLID AVE. FIRE-
PROOF STORAGE CO.

11605-09 EUCLID AVE.

The
WINDERMERE
TRANSFER & MOVING CO.

FIREPROOF
STORAGE

14136 EUCLID AVE.

The
REDHEAD
STORAGE CO.

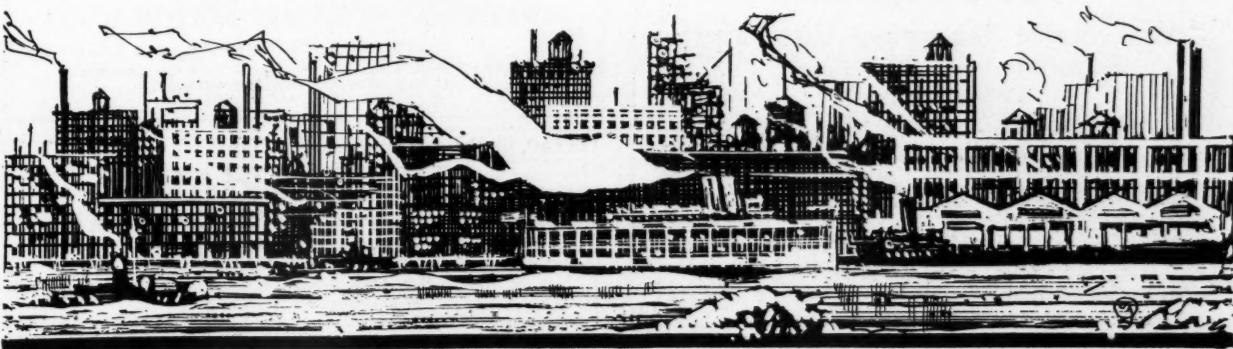
2041 EAST 105th ST.

The
LAKEWOOD FIRE-
PROOF STORAGE CO.

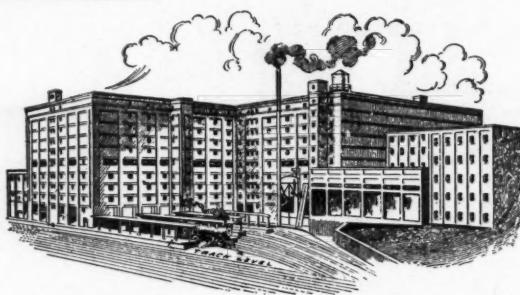
14401 DETROIT AVE.

Only Warehouse in Lakewood Territory

WAREHOUSEMEN'S ASSOCIATION



CLEVELAND, OHIO



3,000,000 cubic feet General Storage and Leasing Space.

1,250,000 cubic feet Cold Storage Space.

62 Car Capacity at one time.

New, Fire Proof Building

SERVICE

Is all we have to sell.

We solicit your business

Ninth Street Terminal Warehouse Co.

WM. J. HOGAN, President

Cleveland, Ohio

CLEVELAND, OHIO

L. WURM MOVING AND STORAGE CO.

Cleveland, Ohio



Office:
7903 Superior Ave.
Rosedale 2741

Warehouse:
1328 E. 80th St.
Rosedale 1198

Long Distance Hauling a Specialty.

COLUMBUS, OHIO

Safety First

**The Fireproof
Warehouse & Storage Company**

1018-30 North High Street
Columbus, Ohio

TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DÖLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

COLUMBUS, OHIO

THE

KUTSCHBACH-MCNALLY CO.

Complete Facilities for Storing and Forwarding
HOUSEHOLD GOODS and MERCHANTISE
Siding on Pennsylvania Tracks
Manufacturers' Distributors
Member Interstate Warehousemen's Association

DAYTON, OHIO

THE LINCOLN STORAGE CO.

"Fireproof"

BIG 4 TRACK IN BUILDING. Members N. Y. & I. F. W. A.
313-315 EAST FIRST STREET
A. B. Compton, Vice-President

COLUMBUS, OHIO

The Merchandise Storage Company

Columbus, Ohio

General Storage & Distribution

SERVICE THAT WILL SATISFY

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON & STATE STREETS
MERCHANDISE STORAGE TRANSFER DISTRIBUTION

LAKEWOOD, OHIO

THE

Lakewood Fireproof Storage Co.

14401 Detroit Ave.

LAKEWOOD OHIO CLEVELAND

We solicit your shipments to Lakewood and west side of Cleveland.

SPRINGFIELD, OHIO

THE

Citizens Transfer and Storage Co.

Lowry Ave. and Big Four R. R., Springfield, Ohio

STORAGE OF

Merchandise and Household Goods
Forwarders and Distributors Motor Truck Service

W. A. HANCE

W. P. BYERMAN

MEMBER: OHIO WAREHOUSE AND TRANSPORTATION ASSOCIATION

SPRINGFIELD, OHIO

Bill All Shipments for Springfield, Ohio, to

WAGNER FIREPROOF STORAGE & TRUCK CO.

Siding on Pennsylvania Lines

Complete Facilities for Distribution of Pool Car Shipments
Moving—Packing—Shipping—Storing
Household Goods and Merchandise

TOLEDO, OHIO

DEPENTHAL

TRUCK & STORAGE COMPANY

108 SUMMIT STREET

Member of New York, Illinois, and Southern Furniture
Warehousemen's Associations

TOLEDO, OHIO

DREW DOES IT**H. L. Drew Cartage and Storage Co.**

Merchandise and household goods storage.
Moving, packing, Crating and Shipping.

439 Huron St., Toledo, Ohio

TOLEDO, OHIO

THE GENERAL FIREPROOF STORAGE CO.
651-655 STATE STREET**Household Goods Exclusively**

Members: Illinois Furniture Warehouse Association
American Warehouse Association

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

The H. C. Lee & Sons Co.
TOLEDO'S LEADING MOVERS
STORAGE

MEMBER N. F. W. A. Toledo, Ohio

TOLEDO, OHIO

MANOR STORAGE CO.516-530 Sumner Street
TOLEDO, OHIOMERCHANDISE DISTRIBUTION
HOUSEHOLD GOODS STORAGE

TOLEDO, OHIO

LET RATHBUN DO IT!**THE RATHBUN CARTAGE CO.**

105-107 So. St. Clair St., Toledo, O.

A GOOD PLACE TO STORE GOOD GOODS
HOUSEHOLD GOODS AND MERCHANDISE

We have any kind of a rig up to 20 ton capacity.

TOLEDO, OHIO

THE TOLEDO**MERCHANTS' DELIVERY COMPANY**

215 SO. ST. CLAIR ST.

AUTO SERVICE—FIREPROOF STORAGE

Local and long distance hauling

Household Goods and Automobiles Moved, Packed, Shipped and Stored. Safes, Boilers, Machinery and Smokestacks Moved.

100% SERVICE

Reference: Second National Bank, or any bank in Toledo

TOLEDO, OHIO

The Toledo Terminal Warehouse Co.

928-930 GEORGE STREET

TOLEDO, OHIO

STORAGE OF MERCHANDISE
Special Attention to Pool Car Distribution

The Men Who Distribute

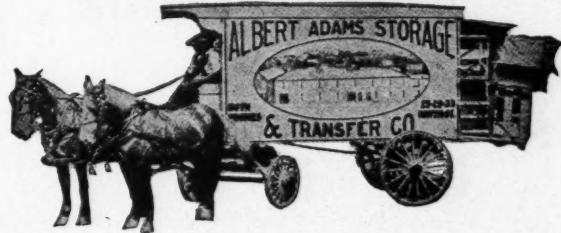
Bixby's BlackingRead **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

ZANESVILLE, OHIO

ALBERT ADAMS**STORAGE AND TRANSFER CO.**

25-29-33 Ninth St.

Merchandise and Household Goods
Manufacturers' Distributors Carload Distribution
50,000 Square Feet of Floor Space



MUSKOGEE, OKLA.

Muskogee Transfer & Storage Co.**2—Fireproof Warehouses**Merchandise and Household Goods
Stored—Pool Cars Distributed
Railroad Siding.

OKLAHOMA CITY, OKLA.

Fireproof
Warehouses for
Household
Goods and
Merchandise.

**O.K. TRANSFER & STORAGE Co.**

A. C. WEICKER, President

OKLAHOMA CITY, OKLA.

"Twenty Years Knowing How"**Reliable Storage & Transfer Co.**Not Incorporated
HOUSEHOLD GOODS, PIANOS, ETC., MOVED, PACKED, STORED AND SHIPPED. LARGE PADDED MOTOR VANS AND PIANO TRUCKS.

SIG GOLDSTEIN

Proprietor and Manager

1410-16 West Main Street OKLAHOMA CITY, OKLA.

Pick Your Consignee

from the companies listed in
this section—they are the "live
wires" of the field and will han-
dle your shipments promptly
and efficiently.

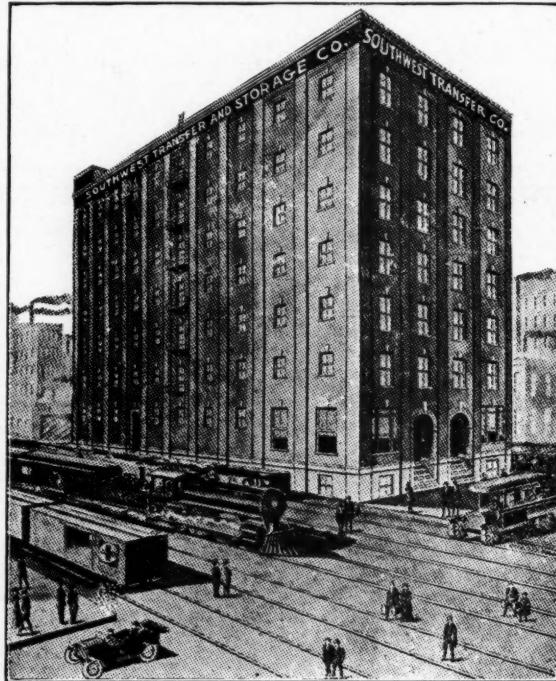
OKLAHOMA CITY, OKLA.

Merchants Southwest Transfer & Storage Company

FIREPROOF
STORAGE, MOVING
PACKING, SHIPPING
L. C. L. & Carload Distribution

IT CAN BE DONE BY US

You should avail yourselves of our excellent facilities and modern equipment. We are at your service and welcome an opportunity to demonstrate our ability in giving efficient and satisfactory results.



Merchants Southwest Transfer & Storage Company

1-3-5 East Grand

Oklahoma City, Oklahoma

PORTLAND, ORE.

General Warehousing
Storage - Distribution
Portland
Oregon



*Logical distributing point
of the Pacific Northwest Territory*

PORTLAND, OREGON

OREGON AUTO DESPATCH

Office and Warehouse

200 North 13th St.

DRAYAGE AND STORAGE

Distribution Cars a Specialty
Free Switching From All Railroads

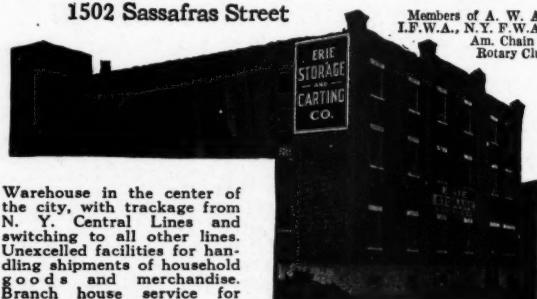
CHESTER, PA.

Headley's
Express & Storage Co., Inc.
General Storage
Merchandise and Household Goods
Moving, Packing and Shipping

ERIE, PA.

ERIE
STORAGE & CARTING COMPANY
1502 Sassafras Street

Members of A. W. A.,
I.F.W.A., N.Y. F.W.A.,
Am. Chain &
Rotary Club

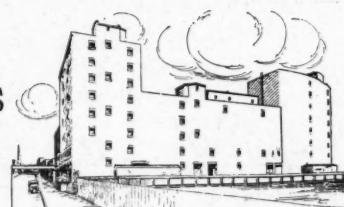


Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

HARRISBURG PA.

POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.
P. R. R. Sidings. HARRISBURG, PA.

HARRISBURG, PA.

MONTGOMERY & CO.

STORAGE WAREHOUSES

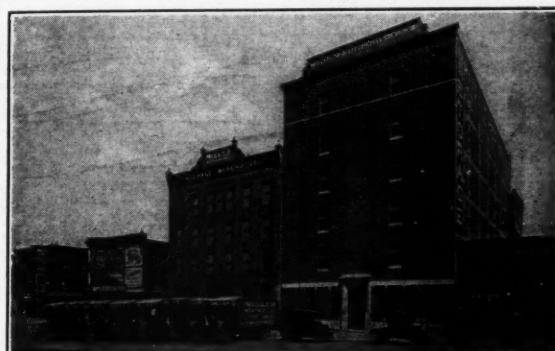
Merchandise Storage—Transferring—Forwarding
 Direct Track Facilities Pool Car Distribution
 Members A. W. A. and American Chain of Warehouses

LANCASTER, PA.

KEYSTONE STORAGE COMPANYSTORAGE—DISTRIBUTORS—FORWARDERS
 Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
 Siding on P. R. R. and P. & R.

PHILADELPHIA, PA.



LANCASTER, PA.

Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution
 Local and Long Distance Moving
 Railroad Sidings

Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio. Private siding at our Branch Warehouse, West Philadelphia. Consign goods Angora, Pa. (Penna. System.)

Collections through our office will assure prompt returns.

*Fireproof and Non-Fireproof Warehouses***Miller North Broad Storage Co.**

2709-2721 North Broad Street

OIL CITY, PA.

CARNAHAN**TRANSFER & STORAGE COMPANY**

R. C. LAY, Proprietor

Piano Moving a Specialty
 Distributing and Forwarding Agents; Packing
 Fireproof Warehouse

PHILADELPHIA, PA.

Philadelphia Local Business

1004-1026 Spring Garden Street

Manufacturing Distributors

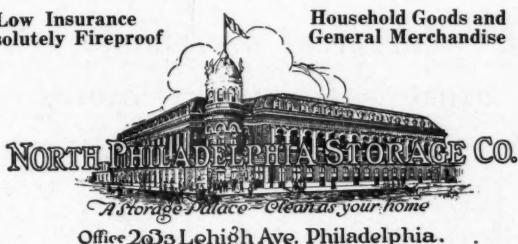
Philadelphia, Germantown, Chestnut Hill,
 Camden, N. J., Frankford

PHILADELPHIA, PA.

"We thrive and we live
 By the service we give."

Low Insurance
 Absolutely Fireproof

Household Goods and
 General Merchandise



Adjacent to Reading R. R., 22d St. Station, and P. R. R.
 N. Phila. Station.

PHILADELPHIA, PA.

Penn Storage & Van Co.
2136 MARKET STREET

PHILADELPHIA, PA.

Established 1903



MANUFACTURERS'
 DISTRIBUTORS

Direct delivery service throughout Philadelphia
 and Camden :: :: Correspondence solicited

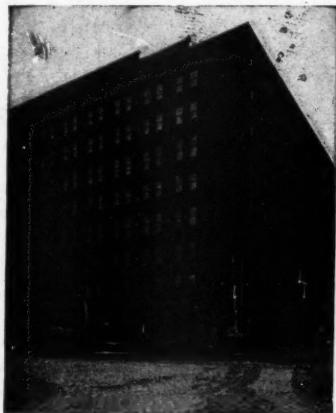
Address
 Office—5th and Byron Streets
 CAMDEN, N. J.

PHILADELPHIA, PA.



TERMINAL WAREHOUSE AND TRANSFER CO.

Green Street and
Delaware Avenue
PHILADELPHIA



Columbia Avenue Warehouse

1511-1519

Household Goods Exclusively
Motor Equipment
Moving—Packing—Shipping

Delaware Ave. and Green St.
Warehouse
Water Front
Pool Car Shipments
Manufacturers' Distributing

9 Warehouses—16 Acres of Floor Space—Trackage Facilities
for 17 Cars

Large Organization. Competent Office Warehouse Staff
Members American Warehousemen's Association—American Chain of Warehouses

PHILADELPHIA, PA.

PITTSBURGH, PA.

Before Shipping to Philadelphia, Pa.

read this letter from the client of a Chicago warehouse who was advised to ship in care of the 20th Century Storage Warehouse Co. On Aug. 18th this is what he wrote them:

"Following your suggestion I got in touch with the 20th Century Warehouse and they handled the unloading of my four freight cars and the uncrating at my house in Haverford. It took them only two days to move all of the furniture from our cars to the house; their men hustled every minute and did their work exceptionally well."

"I thank you for recommending the 20th Century to me, and I feel that in the future you will make no mistake in sending other patrons of yours to them."

20th Century Storage Warehouse Co.

3120-30 Market Street, Philadelphia

Opposite West Philadelphia Station

BLANCK'S Transfer and Storage Company

6344 PENN AVENUE
PITTSBURGH, PA.

Fireproof Warehouse
Separate Rooms for Storage
of Household Goods

MOVING, PACKING
STORAGE
BAGGAGE AND FREIGHT
DELIVERY

MOTOR VAN SERVICE

PITTSBURGH, PA.

HASLEY BROTHERS

TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

PITTSBURGH, PA.

SERVICE TO THE CORRESPONDENT

CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

HAUGH & KEENAN
STORAGE AND TRANSFER CO.
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

Interstate Trucking Company

Twenty-Fifth St. & A.V.R.R. 1, 2, 3½ and 5 ton trucks

GENERAL HAULING ON HOURLY OR TONNAGE BASIS

Carload Freight and Long Distance Hauling

Experienced Men—Good Equipment Call on Us—Save Time and Money

Trucking Agents for Pennsylvania Transfer and Storage Company

PITTSBURGH, PA.

MURDOCH

STORAGE & TRANSFER COMPANY

General Office, and Warehouses

546 NEVILLE STREET
PITTSBURGH, PA.

Branch Warehouse, Wilkinsburg, Pa.

Murdoch Means Service

PITTSBURGH, PA.

J. O'NEIL EXPRESS & STORAGE

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty General Hauling.
NEW FIREPROOF STORAGE HOUSE
Separate Rooms

PITTSBURGH, PA.

**SHIP YOUR CARS TO US FOR DISTRIBUTION
Pool Cars**Received, Checked, Distributed,
Reshipped in Less Than Car Lots.**Pittsburgh Distributing Co.**601 Empire Building
Pittsburg, Pa.

ESTABLISHED 1910

PITTSBURGH, PA.

SHANAHAN**Transfer & Storage Company**

Established 1865



CONSIGN PITTSBURGH SHIPMENTS
IMMEDIATE RETURNS ON RECEIPT OF BILL OF LADING
FIREPROOF STORAGE FOR HOUSEHOLD GOODS ONLY
ALL SEPARATE APARTMENTS

5th Ave. at McKee Place, PITTSBURGH, PA.
Center of City

PITTSBURGH, PA.

WEBER
EXPRESS & STORAGE COMPANY

GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

4620 HENRY STREET

READING, PA.

Columbian Warehouse Company

Storage, New Merchandise Exclusively.
Modern Building, Lowest Insurance Rates.
S. W. Cor. 5th & Laurel Sts.

SCRANTON, PA.



SCRANTON, PA.

The Quackenbush Warehouse Co.

Incorporated

Warehousing of every description. Storing, Packing,
Carting, Shipping. R.R. Siding. Manufacturers
Distributors.

Correspondence Solicited

Scranton, Pa.

Established 1894.

'He Profits Most Who Serves Best'
(Rotary)

WILKES-BARRE, PA.

"Same Day Service"**MERCHANTS WAREHOUSING
COMPANY
OF
WILKES-BARRE, PENNA.**

Warehousing, Transferring and Forwarding.

Fireproof Warehouses and Competent Staff.
Merchandise Storage and Pool cars checked.
Located in the Hub of the wholesale district.
Trackage facilities for 10 cars on L. V. and
C. R. R. of N. J. sidings.

Directly opposite Pennsylvania, Lehigh
Valley, C. R. R. of N. J., D. & H. freight
stations.

Manufacturers' Distributors with facilities
to handle large consignments.

Offices: 150-156 E. Northampton Street.

PROVIDENCE, R. I.

JAMES LE BOY FOSTER, Pres.

Rhode Island's Only Fireproof Warehouse

WALDEN WYMAN, Mgr.

BROADWAY STORAGE CO.

Packing and Merchandise Distributors
Merrill & Federal Streets, Providence, R. I.

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES
Household Furniture and Pianos
Packing, Crating and Shipping.
62 to 70 Dudley Street.

PROVIDENCE, R. I.

**A Fleet of
Motor Trucks**

Operating from our new Warehouse.

Every need for the speedy distribution
of general merchandise has been
supplied by our New Warehouses and
Service.

Pool car distributing and reforwarding;
light and heavy hauling, city
deliveries; track connections on Main
Line of New York, New Haven &
Hartford Railroad; trackage capacity
for eight cars.

A man of wide traffic experience in charge.
A force of experienced helpers, sufficiently
numerous to ensure PROMPT handling.

Consign cars to Auburn, R. I.

Service Warehouses, Inc.

643 Elmwood Avenue Providence, R. I.



The Men Who Distribute

Palmolive Soap

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute

**Keystone Wire & Steel
Products**

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PROVIDENCE, R. I.

TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.

Allen Avenue, Foot of Oxford Street on Providence River
PROVIDENCE, RHODE ISLAND, U. S. A.

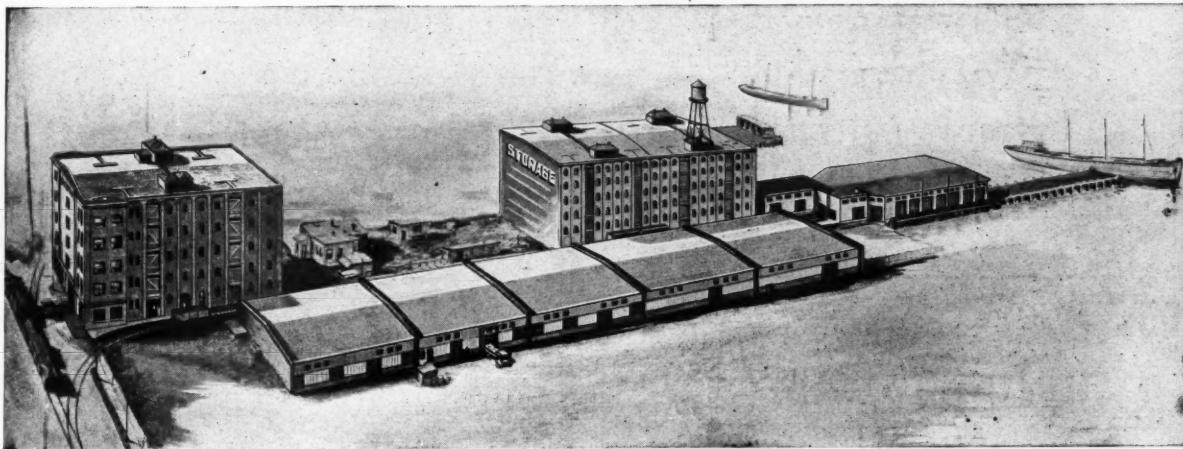
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR.
Treasurer & General Mgr.

WM. A. MILLSPAUGH
Secretary

H. E. LEAVER
Superintendent



CHARLESTON, S. C.

CHARLESTON
Warehouse & Forwarding Co.
CHARLESTON, S. C.

New three story reinforced concrete building, 100,000 square feet floor space.

Merchandise storage and distribution of pool cars. Private tracks connecting with A.C.L., Southern, C.&W.C. and S.A.L. Rys. and all steamship lines.

CHATTANOOGA, TENN.

THE CHATTANOOGA
TRANSFER & STORAGE CO.

Fireproof Warehouse

Furniture	Merchandise
Packed	Stored
Shipped	
Heavy Hauling	
Motor and Horse Drawn Equipment	

ABERDEEN, S. D.

Aberdeen Storage Company
Aberdeen, S. D.
Storage and Distributors
Pool Cars Solicited

WATERTOWN, S. D.

FIREPROOF **BONDED**
DAKOTA WAREHOUSE CO.
Merchandise Storage and Distribution
Pool cars solicited **Motor Trucks**
Private Siding

MEMPHIS, TENN.

IF**???**

—YOU ARE LOOKING FOR
 A WAREHOUSE THAT BELIEVES IN
"SERVICE FIRST"
 THEN GET IN TOUCH TODAY WITH

Rose Warehouse Company
MEMPHIS, TENN.

LIGHT, CLEAN STORAGE
FREE SWITCHING SERVICE
CONVENIENT TO RAILROADS

NASHVILLE, TENN.

E. M. BOND
FIREPROOF STORAGE CO.
HOUSEHOLD GOODS AND MERCHANDISE
 Modern Fireproof Building
 Private Siding With All Rail Connections.

BEAUMONT, TEXAS

The Heisig Storage Company BONDED

BEAUMONT, TEXAS

Brick building well ventilated and equipped with Automatic Fire Sprinklers. STORAGE, FORWARDING and DISTRIBUTING.

DALLAS, TEXAS

Dallas Storage & Warehouse Co.

Send your Dallas shipments in our care.

We will protect your interests and satisfy your customer.

We give special attention to pool car distribution and solid car consignments.

60,000 square feet of fireproof storage space.

Motor trucks and team equipment.

Private siding for all railroad connections.

"We Help Ourselves by Helping Others"

The Men Who Distribute
Konstructo Toys
 Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

DALLAS, TEXAS

Inter-State Forwarding Co., Incorporated

Dallas, Texas

J. E. MARCH JR. PRESIDENT

A. W. MARCH VICE-PRES.

J. E. MARCH SEC. & TREAS.

MARSII FURNITURE COMPANY



June 17th, 1921

The Interstate Forwarding Company,
 601 Elm Street,
 Dallas, Tex.

Gentlemen:

Your favor of the 13th to hand advising disposition of merchandise shipped for you to distribute recently. We admire your way of doing business and will give you other shipments to handle just as soon as we can do so.

Yours very truly,

MARSII FURNITURE COMPANY

 SECT. & TREAS.

DALLAS, TEXAS

PULLIAM Transfer & Storage Co.

FIREPROOF STORAGE
Household Goods Only
Motor Truck Service

MEMBERS { **N F W A**
T W & T A
DALLAS C OF C

Let us handle your Dallas shipments in the right way

EL PASO, TEXAS

R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.
 Member, National Furniture Warehousemen's Assn.

The Men Who Distribute
Horlick's Malted Milk
 Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

EL PASO, TEXAS**El Paso Fireproof Storage Co., Inc.**

Established 1911



75,000 Sq. Ft.—Fireproof—Bonded

**STORAGE
and****DISTRIBUTION****Merchandise and Household Goods**Our Warehouse is in the Center
of the Jobbing and Business District.

"Service Guaranteed"

Campbell and Mills S's.**El Paso, Texas**

Two Blocks East of Post Office

FORT WORTH, TEXAS*In Fort Worth—
It's Binyon-O'Keefe*

—with three warehouses—a total of 250,000 square feet of floor space—modern methods and equipment, all of which is backed up with experience gained in a business record of almost a half century—naturally, in Fort Worth
—It's Binyon-O'Keefe.

We have nothing to sell but our service and offer it to you on the basis that it's the best obtainable.

**BINYON-O'KEEFE
FIREPROOF
STORAGE CO.**

Fort Worth — Houston — Galveston

Members American Warehousemen's Association and National
Furniture Warehousemen's Association.**EL PASO, TEXAS****EL PASO, TEXAS
Bankers of Merchandise****Clearing House for National Distributors,
Manufacturers, Jobbers and Brokers**

We are looking for live active accounts.

60,000 Sq. Ft. Fireproof Storage Space
150,000 Sq. Ft. Semi-Fireproof Construc-
tion—Ample TrackageWe perform all duties connected with
receiving, storing and distributing mer-
chandise — Everything except selling.**Make Our Warehouse Your Branch
House**Household Goods
Unloading, Storage, Moving
Packing, Assemblage and Shipping**International Warehouse Co.**

R. H. Oliver, Mgr.

FORT WORTH, TEXAS**Fort Worth Ware-
house & Storage Co.**

INCORPORATED

**Merchandise Distribution, General Storage
Manufacturers' Representative**

**PRIVATE SIDING WITH ALL RAIL
CONNECTIONS**

Fort Worth with its seventeen railways is the logical
distributing center for Texas and the Southwest.

Absolutely Fireproof Warehouses

GALVESTON, TEXAS

The WILEY & NICHOLLS CO.

GALVESTON, TEXAS

**TRANSFER AND FIRE-PROOF
WAREHOUSES**

Pool Car Distributors

Forwarders

HOUSTON, TEXAS

A B C Storage & Moving Co.*Distribution and Forwarding*FIREPROOF WAREHOUSE CENTRALLY LOCATED
R. R. siding on Southern Pacific Line with free
switching from all lines.

HOUSTON, TEXAS

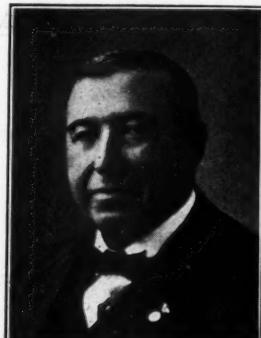
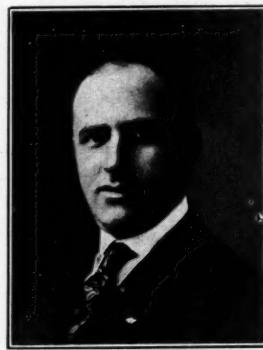
HOUSTON, TEXAS
**Binyon-O'Keefe Fire-
proof Storage Co.***The House of Real Service*Pool Car Distributors for
Southwest Texas and MexicoIdeal Facilities for Permanent
Stock Distribution500,000 Square Feet Floor
SpaceWarehouses at Houston
Ft. Worth and Galveston**If Your City Isn't
Represented Here**Put it on the shippers' map by
inserting your card in this space.

The Men Who Distribute
McDougall Kitchen Cabinets
 Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

HOUSTON, TEXAS

When Shipping to
Houston, Texas

Remember

**Westheimer
Service**As Established
38 Years Ago*It cannot be
improved upon.*S. J. WESTHEIMER
PresidentBENJ. S. HURWITZ
Vice-PresidentJ. L. ARONSON
Secretary-Treasurer

MCALLEN, TEXAS

Valley Storage CompanyStorers and Distributors of
Merchandise in Rio Grande Valley

Crating and Shipping

We Solicit Your Patronage

McAllen, Texas

SAN ANTONIO, TEXAS

FREIGHT	AUTO SERVICE	STORAGE
OFFICIAL DISTRIBUTORS		
MERCHANTS' TRANSFER CO.		
SAFETY	COURTESY	SERVICE

SAN ANTONIO, TEXAS

Muegge-Jenull Storage Co.Distributors Pool Cars for Texas and Mexico
General Storage
Bonded Fireproof, Reliable, Dependable Service

SAN ANTONIO, TEXAS**Two Large Fireproof Warehouses**

With Lowest Insurance Rates
Capacity 1,250,000 cu. ft.

Members four leading associations.

GENERAL WAREHOUSING AND DISTRIBUTION

Write for freight tariff to all points in San Antonio territory.

SCOBEE FIREPROOF STORAGE COMPANY
San Antonio, Texas

TEXARKANA, TEXAS

HUNTER TRANSFER CO.
TEXARKANA, TEXAS

STORAGE TRUCKING
DISTRIBUTORS MOVING

WACO, TEXAS

MASON
TRANSFER & STORAGE COMPANY
217-219 JACKSON STREET

Merchandise Storage, Forwarders & Distribution Trucking of all kinds. Warehouse on track. 7 Denby Trucks

WACO, TEXAS

Weatherred Transfer and Storage Co., Inc.
Modern Warehouse Facilities—Trackage on all roads
100,000 SQUARE FEET STORAGE SPACE

We do pool car distributing, moving, packing, shipping, storage, long distance hauling by trucks.

If Your City Isn't Represented Here

Put it on the shippers' map by inserting your card in this space.

SALT LAKE CITY, UTAH

Members { American Warehousemen's Association
Central Warehousemen's Club

Jennings-Cornwall
Warehouse Company

Merchandise storage and distribution. Track connections and free switching with all railroads. Modern fireproof building. Insurance rate only 18 cents. Motor delivery service.

Our long experience in the storage and distribution of manufactured articles, together with our modern building and equipment, fits us to give you the very best service in the handling of your account. Correspondence solicited.

PETERSBURG, VA.**PACKERS—MOVERS—SHIPPERS**

Special Attention to Pool Cars

Storage Warehouses

Motor Trucks and Teams

GRESHAM & WARE, Inc.**NORFOLK, VA.
PORTSMOUTH, VA.****The Seaboard Wharf & Warehouse Co., Inc.**

General Offices: 622 Dickson Bldg.,
Norfolk

Wharves and Warehouses: Portsmouth

For Prompt, Efficient Service in Loading and Discharging Cargoes, Weighing, Packing and Forwarding—

**Brick Storage Warehouses
Modern Dock Facilities
Four Side Tracks**

Members—American Warehousemen's Association, Norfolk Warehousemen's Association, Hampton Roads Maritime Exchange.

PETERSBURG, VA.
HOPEWELL, VA.

Distributing and Forwarding

POOL CARS

Furniture stored and crated

SOUTHERN BONDED WAREHOUSE CORP.

ABERDEEN, WASH.

A. A. STAR TRANSFER CO.

401-403 SOUTH F STREET
ABERDEEN WASHINGTON

WE DO EVERYTHING IN THE LINE OF MOVING

Our Hobby	Equipped to Handle	Distributors of
CRATING	SAFES	FREIGHT
PACKING	PIANOS	H.H. GOODS
STORAGE	MACHINERY	BAGGAGE

Consign Your Shipments to Us for Proper Attention

SEATTLE, WASH.

EYRES STORAGE and DISTRIBUTING CO.



Established 1889

Incorporated 1904

Free & Bonded

Warehouses

Seattle, Wash.



GENERAL MERCHANTISE STORAGE
MACHINERY STORAGE
HOUSEHOLD GOODS STORAGE
POOL CAR DISTRIBUTIONS
OPERATING 30 TEAMS, 24 AUTOS
SERVICE OUR MOTTO

The Men Who Distribute

Durkee's Salad Dressing

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

SEATTLE, WASH.

TAYLOR EDWARDS



SEATTLE

WASH.

Merchandise Distributors

DISTRIBUTION CARS.
Delivered, Forwarded or
Stored.

RAILROAD CONNECTIONS.

ESTABLISHED 1905

FIREPROOF STORAGE

POOL CARS.
Furniture Packed, Shipped
or Stored.

ASSOCIATION MEMBERS.

LOW INSURANCE

SEATTLE, WASH.

S. C. HORNER
Pres.

W. V. YOUNMANS
Vice Pres.

W. B. ALSIP
Secy-Treas.

Terminal Storage and Distribution Co.

157 King St.

Distribution, Drayage, Storage, Assembling
and Forwarding of Machinery, Merchandise
and Household Effects

TWO WAREHOUSES

Main Line Spur Track Capacity 28 Cars

SEATTLE, WASH.

United Warehouse Company SEATTLE, WASH.

Established 1895

GENERAL STORAGE AND DISTRIBUTING

TACOMA, WASH.



WE OWN BOTH WAREHOUSES

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods
Moving and Packing by Experts C. L. & L. C. L. Distribution
Collections Remitted Promptly We Solicit Your Business

The Men Who Distribute

Ritter Dental Supplies

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

TACOMA, WASH.

PACIFIC STORAGE and TRANSFER CO., Inc.

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture

SEND YOUR POOL CARS IN OUR CARE

Auto Truck and Transfer Service

N. P. RY. SIDE TRACKS

BROADWAY AND 17th STREET



YAKIMA, WASH.

MILLER & LENINGTON**CONTRACTORS**

DISTRIBUTORS and FORWARDERS

**TRANSFER-STORAGE
WAREHOUSING**

Bonded and Free Storage

Motor Trucks and Team Equipment for All and Every Kind of Hauling

SHIP IN OUR CARE and let us be "At your service with best of service"

Office: 10 East A Street Sidney Hotel Bldg.
'Phone 571

Warehouse: 228 South 1st Street

Automobile and Truck Storage

YAKIMA, WASH.

J. J. CRAWFORD, PRES.

E. NORTON, SEC.

**YAKIMA TRANSFER &
STORAGE CO.**

Office and general storage warehouse No. 25 North Front directly opposite Northern Pacific passenger station.

22,000 square feet of compartment storage for household goods, pianos etc.

Track warehouse No. 11 South First Ave, 30,000 square feet of floor space devoted exclusively to the storage of merchandise. Every facility for clean, economical, storage and handling of commercial accounts.

Auto trucks and teams.

CHARLESTON, WEST VA.

Mathews Storage & Transfer Co.Warehousing—Distributing—Forwarding—Transfer
Merchandise—Automobiles—Household Goods
Brick and Concrete Warehouses—Private Ry. Siding.Members: } American Warehousemen's Ass'n
American Chain Warehouses
Motor Truck and Team Service.

KENOSHA, WIS.

DAVID NELSON

KENOSHA

WISCONSIN

FIREPROOF STORAGE

Packers and Shippers of Household Goods

We Reach All Suburban Points

51-71 VICTORIA STREET KENOSHA, WIS.

MADISON, WIS.

H. F. SHARRATT

30,000 sq. ft. Fireproof Storage

New Building

30,000 sq. ft. Non-fireproof Storage

Household Goods—Merchandise—Automobiles—Separate Locked Rooms—
Separate Piano, Rug and Trunk Rooms—Negotiable Receipts—Local
and Long Distance Moving—Packing—Shipping—Heavy Hauling—
Distributing

MADISON, WIS.



1895

The Union Transfer and Storage Co.

Merchandise and Household Goods

90,000 Square Feet Fireproof Storage
Direct Switch on Three Roads

The Men Who Distribute

Ginter ProductsRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute

Mellin's FoodRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

MILWAUKEE, WIS.

Lincoln Warehouse and Van Co.

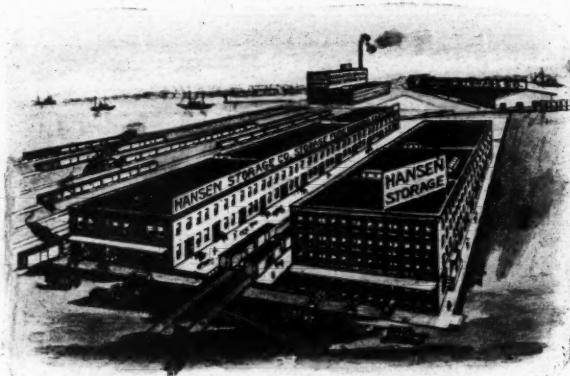
226-228-230 Fourth Street

MILWAUKEE, WIS.

We remit upon receipt of bill of lading

MILWAUKEE, WIS.

HANSEN STORAGE COMPANY MILWAUKEE, WISCONSIN



WE CAN SOLVE YOUR PROBLEMS IN
STORAGE AND DISTRIBUTION
OF MERCHANDISE

12-WAREHOUSES—50-CAR SIDE TRACK
850-FOOT DOCK

MEMBER—AMERICAN CHAIN OF WAREHOUSES,
AMERICAN WAREHOUSEMEN'S ASSOCIATION,
CENTRAL WAREHOUSEMEN'S CLUB.

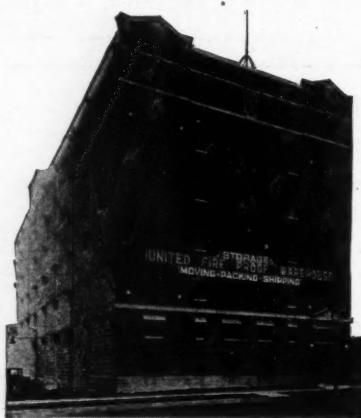
MILWAUKEE, WIS.

For the Greatest Satisfaction

To both yourselves and your customers
consign your Milwaukee shipments to

United Fire Proof Warehouse Co.

392 Prospect Ave., Milwaukee, Wis.



Good service
built this
new fire proof
warehouse.

The newest
and best in
Milwaukee.

OSHKOSH, WIS.

OSHKOSH STORAGE CO.

701-703-705-707 So. Main Street

Best distributing point in Wisconsin.
Free switching privileges on all railroads entering Oshkosh.
General merchandise and furniture storage.
Forwarding and transferring a specialty.
Competent help in office and warehouse.
We can be used as a branch house at no extra expense.

We are at your service.

REFERENCES:
The Old Commercial National Bank, Oshkosh Savings & Trust Co., or any Mercantile House.

RACINE, WIS.

When You Need Warehouse Service

in

RACINE, WISCONSIN

Call on us

Racine Transfer & Storage Co.

CASPER, WYOMING

NATRONA TRANSFER STORAGE AND FUEL CO.

SPECIAL ATTENTION given to Merchandise distribution and
pool car shipments.
SPECIAL FACILITIES for moving heavy machinery and safes.

CASPER, WYOMING

Pioneer Warehouse & Transfer Co.

Merchandise Storage & Distribution

Two blocks from the business
center on our own switch.

136 West "B" Street

EDMONTON, ALBERTA, CAN.

Western Transfer & Storage, Ltd.

Official Carters for
C. N. R., C. P. R., E. D. & B. C., Central Canada Ry.
A. & G. W. and G. T. P.

CARTAGE DISTRIBUTION STORAGE
Corner 102d Avenue and 103d Street
Edmonton, Alta.

Members of the Canadian Warehousemen's Association

HAMILTON, CANADA

ESTABLISHED 1887

The Glasgow Storage & Cartage Co.

(In the heart of the wholesale district)

Canada Customs Bond—Customs Brokers Distributors—Forwarders—Storage—Movers of H. H. G.—Separate Room System in a Fireproof Warehouse

TORONTO, CAN.



Send Canadian Consignments to Howell, Toronto

the most central shipping
point for all Canada.

A
Toronto Stock
in Howell's
means quick
deliveries

The HOWELL WAREHOUSES Limited.
General Mercantile Distributors

311 King st East. TORONTO. Phone Main 7580



WINNIPEG, CAN.

DISTRIBUTION STORAGE FORWARDING

The City Dray Company, Ltd. 246 Princess Street

Track P. 18 C. P. R.

Winnipeg is the distributing centre for
all Western Canada, consign your cars
for this territory in our care, the service
we offer will please you.

Free switching on all roads.

Insurance 30 cents—Lowest in Winnipeg

TORONTO, CANADA

SPRINKLER
PROTECTED

INSURANCE
RATE 45c.



**STANDARD WAREHOUSING
& MERCANTILE CO., LIMITED**

32 Front St., W. TORONTO L. J. Myers, Mgr.

KEEP IT UP!

One step won't take you very far, you've got to
keep on walking;
One word won't tell them what you are, you've
got to keep on talking;
One inch won't make you tall, you've got to keep
on growing;
One little "ad" won't do it all, you've got to keep
'em going.

*Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, Vice-President of the
American Warehousemen's Association.*

Distribution & Warehousing

is the

Connecting Link

between the

Shipper and the Warehouseman

It serves each to the benefit of both.

Many big, nationally known business houses subscribe for several copies each so that all the men who handle their distribution and shipping may benefit by reading it regularly. It costs but \$2.00 a year (\$2.50 west of the Mississippi).

Distribution & Warehousing

239 West 39th Street

New York



You too can make the Yale Way your way

THE shops of The Terry Steam Turbine Company give impressive evidence of Yale Way Efficiency.

More than 50 Yale Spur-Geared Chain Blocks are used here for swinging the work into place at the various machines and on to the final assembly.

The many swinging Jib cranes, each with its Yale Spur-Geared Chain Block and I-Beam Trolley serve to cover practically every square foot of working space in the machine and assembly shops.

More hours on actual pro-

ductive work and less on lifting, handling and transferring is the aim of "Terry" production engineers.

This is the Yale Way.

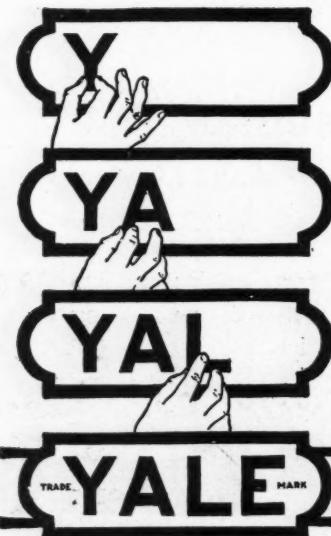
You may not manufacture turbines but there's Yale Way efficiency for you nevertheless, no matter what your interplant handling problems may be.

Yale Spur-Geared, Screw-Geared and Differential Chain Blocks, Electric Hoists, I-Beam Trolley Systems, Electric Industrial Trucks, Tractors and Trailers introduce substantial savings wherever installed.

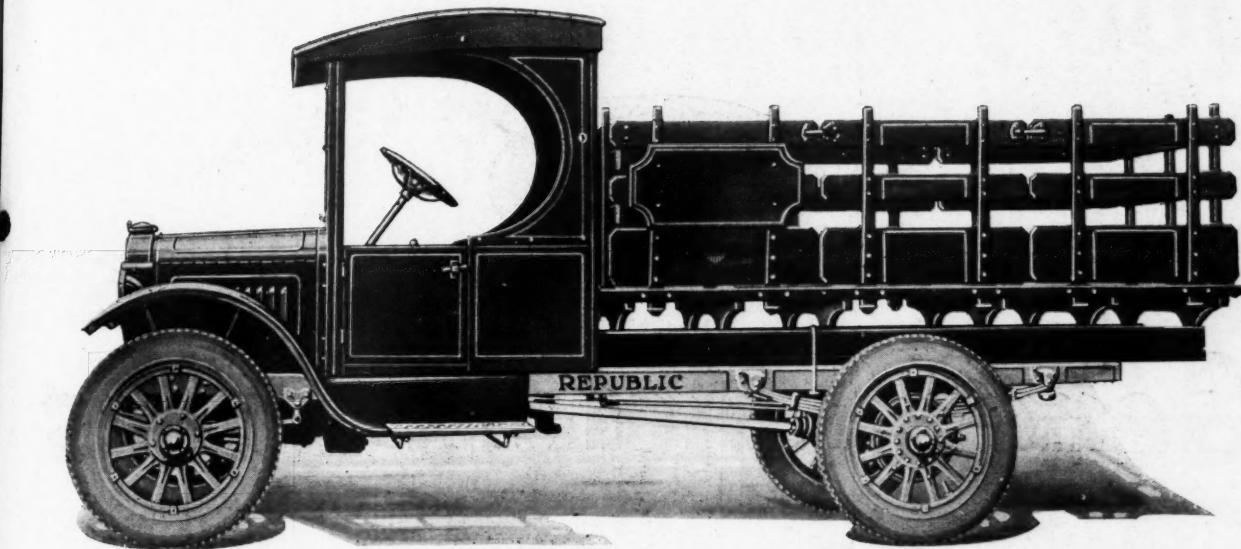
Yale Made is Yale Marked

The Yale & Towne Mfg. Co.

Makers of Yale Products: Locks, Hoists and Electric Industrial Trucks
Stamford, Conn., U. S. A.



Hoisting and Conveying Systems



How Cartage and Transfer Men Are Increasing Their Profits

Cartage, storage, and transfer men are earning extra profits daily, by the savings they obtain through operating the REPUBLIC RAPID TRANSIT truck.

At its extremely low price, the RAPID TRANSIT is the greatest truck value ever offered. Its low upkeep cost has no equal among trucks built of genuine, substantial truck units.

For all light, rapid hauling duties, where time and dependability mean profit, the REPUBLIC RAPID TRANSIT is admittedly without equal in performance.

For your own profit—without obligation—have a demonstration.

**Republic Rapid Transit, complete as illustrated with
Platform Stake Body and Open Cab, cord tires, elec-
tric starter and lights, \$1490 f.o.b. Alma, Michigan.**

Other body types include Canopy Top Express,
Open Express, Grain Body, Stock Rack,
Double-Deck, Carry-All, and Screen Enclosed.

The Republic Line: $\frac{3}{4}$, 1, $1\frac{1}{2}$, $2\frac{1}{2}$ and $3\frac{1}{2}$ ton capacities

REPUBLIC TRUCK SALES CORPORATION, ALMA, MICH.

REPUBLIC RAPID TRANSIT

(Copyright, Republic Motor Truck Company, Incorporated)



General Motors Trucks

Reduced \$500

Model K-16 chassis, formerly \$1995 now \$1495

This cut of \$500—more than 25 per cent—establishes a new standard of value in motor trucks.

This chassis at \$1495, equipped with electric lights, starter and cord tires, is a real truck, built of real truck units—no passenger car parts used.

It has the new GMC engine with its Removable Cylinder Walls, Removable Valve Lifter Assembly, and other exclusively GMC features.

For all kinds of hauling—city delivery, school bus service, farm use, police patrol—in fact it is well adapted for every kind of one-ton work.

Model K-16 is a refined and improved successor to the famous Model 16 which was adopted as the government standard in its class during the war, particularly in ambulance service.

See the nearest GMC dealer for complete description of this model, also the 2, 3½ and 5 ton models, all of which have been reduced in price.

GENERAL MOTORS TRUCK COMPANY

A Unit of General Motors Corporation

PONTIAC, MICHIGAN

Save \$50 out of every \$100 that you now spend

for Printing

Bills of Lading
Express Receipts
Delivery Receipts
Railroad Orders
Warehouse Orders
Warehouse Receipts
Invoices
Purchase Requisitions

Stock Requisitions
Receiving Orders
Shop Orders
Stock Records
Piece Work Records
Department Orders
Repair Orders
Sales Records

Service Station Orders
Combined Money Drawer
and Sales Records
Hotel Package Receipts
Employment Bureau
Records
Telegraphic Messages
Telephonic Messages

A SAVING of 50% on your printing costs is something very tangible—it is real—you can see it. And yet it is the smallest of savings which Standard Manifolding Systems and Roll Printing give you.

Wherever padded forms are used, or wherever one or more carbon copies are desired, Standard Roll Printing, used in Standard Manifolding Registers, will make it possible to do the work in less time and at less expense.

Eliminates Errors

For the Standard Manifolding System not only cuts your printing bills in half, but effects savings in many other ways. It positively eliminates all errors made in copying. It makes each copy exactly like the original—word for word, and line for line. It systematizes and simplifies your records so they can be made in half the time.

Sheets Can't Slip

Our exclusive patented features have revolutionized the use of manifolding devices. No

matter how many carbon copies you may need, regardless of how complicated the forms, all will be in perfect alignment. The machine operates without binding. The carbon paper will not crumple or tear. No time will be wasted in repairs or adjustments.

Our Service is Free

If you are interested in cutting your printing costs in half, in methods that will reduce overhead, give you better control of different departments, and eliminate errors, our Service Department will be glad to provide you with samples of forms and suggestions that will aid in accomplishing these results.

Mail Coupon for Prices

Enclose with the coupon any samples of your printed forms, whether in duplicate, triplicate, or quadruplicate, and let us give you our price for printing them. Or, check on the coupon the kind of forms you are most interested in and we will send you samples showing how these forms have been worked out for other successful manufacturers.

The Standard Register Co.
107 Albany Street Dayton, Ohio



**Standard
Manifolding Systems
and Roll Printing**

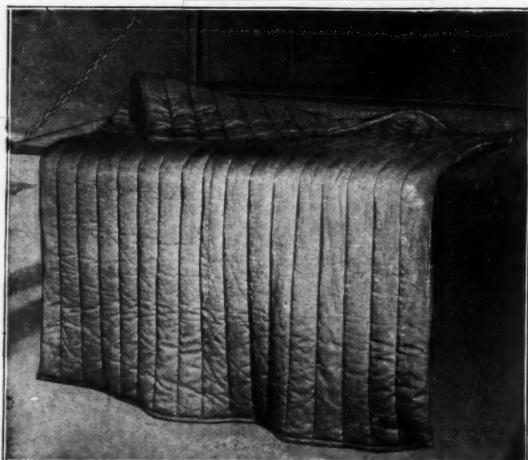
• Roll Printing Costs Less •

Check & Pin to Letter

THE STANDARD REGISTER CO., 107 Albany St., Dayton, O.
Without obligation, send me booklet and samples of forms showing:

- | | |
|--|--|
| <input type="checkbox"/> Bills of Lading | <input type="checkbox"/> Stock Records |
| <input type="checkbox"/> Express Receipts | <input type="checkbox"/> Piece Work Records |
| <input type="checkbox"/> Delivery Receipts | <input type="checkbox"/> Department Orders |
| <input type="checkbox"/> Railroad Orders | <input type="checkbox"/> Repair Orders |
| <input type="checkbox"/> Warehouse Orders | <input type="checkbox"/> Sales Records |
| <input type="checkbox"/> Warehouse Receipts | <input type="checkbox"/> Service Station Orders |
| <input type="checkbox"/> Invoices | <input type="checkbox"/> Combined Money Drawer & Sales Records |
| <input type="checkbox"/> Purchase Requisitions | <input type="checkbox"/> Hotel Package Receipts |
| <input type="checkbox"/> Stock Requisitions | <input type="checkbox"/> Employment Bureau Records |
| <input type="checkbox"/> Receiving Orders | <input type="checkbox"/> Telegraphic Messages |
| <input type="checkbox"/> Shop Orders | <input type="checkbox"/> Telephonic Messages |

Maish Quality Wagon Pads Quick Action on Your Orders



Khaki Brown for Service

Order your full requirements and get immediate delivery. Our guarantee protects you. If Maish Quality Wagon Pads fail to meet any practical test, return them at our expense.

The covering of Maish Quality Wagon Pads is a good grade of khaki brown drill, heavier than the ordinary. Filling is an extra thick one-piece layer of cotton (no shoddy). Quilting is in close rows of stitching with heavy carpet thread. Edges bound by our own special process, protecting every seam and preventing ripping.

MADE IN THREE STANDARD SIZES

No. 10 (Small size) Cut Size of Cloth 36x72
No. 20 (Medium size) Cut Size of Cloth 54x72
No. 30 (Large size) Cut Size of Cloth 72x80

Prices on request

The Chas. A. Maish Co.

Makers of the world-famous Maish Comforts

1131 Bank St.

Cincinnati, O.

To Reduce Damage Claims!



A Blox-on-end floor in Through Baggage Room, Union Station, Kansas City.

Let us send you Booklet "K" which goes further into detail.

Carter Bloxonend Flooring Co.

Kansas City: 1303 R. A. Long Building

Chicago: 332 South Michigan Avenue

Cleveland: 1900 Euclid Avenue

New York: 501 Fifth Avenue

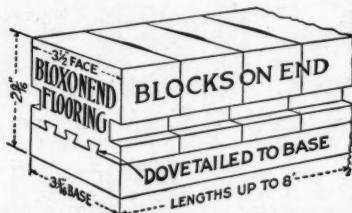
Boston: 914 Broad Exchange

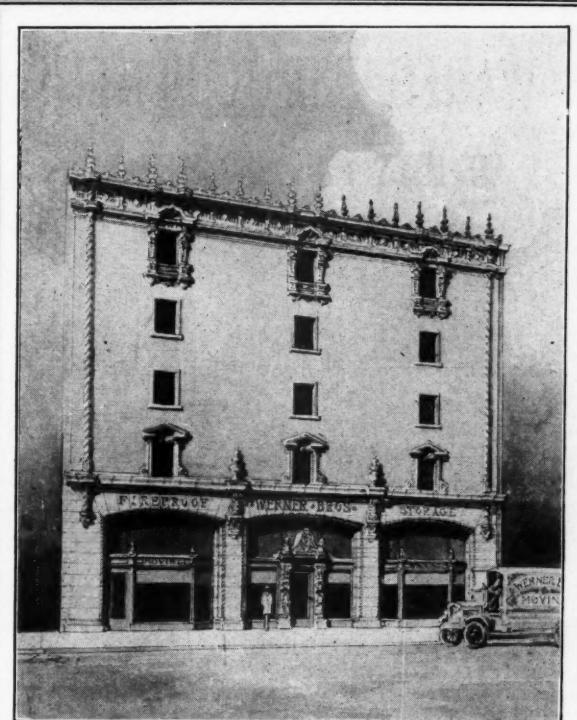
Experience has taught the railroads that "handle freight carefully" signs have no effect on workmen if the floors are not good. Consequently to reduce damage claims—floors that withstand hard wear and Stay Smooth Indefinitely are being demanded. As Blox-on-end fulfills these requirements, it has been adopted by a number of the large trunk line railroads as standard flooring for freight houses, baggage mail and express cars and other surfaces subjected to hard wear.

Blox-on-end serves equally as well in warehouses.

Its scientific design and method of manufacture insures maximum wear and provides resiliency and lasting smoothness which not only eliminate vibration on trucks and trailers but permit of heavier trucking with less power.

Blox-on-end is not loose wood blocks but a built up wood block flooring that is easily and rapidly installed. It does not dust.





The Eighth Kingsley Designed Warehouse for Werner Bros.

An architect is known by the companies he keeps.

Like a "repeat order" for merchandise, there is an expression of satisfaction in an order to design another building for a company which already owns and operates a string of storage warehouses noted for their efficiency of operation and maximum of storage space.

It costs no more to erect a fireproof warehouse arranged for the utmost in operating economy than it does to just "put up a building."

But an expert is required to obtain best results—experience in storage warehouse design—a knowledge of the peculiar phases of storage warehouse operation.

If you contemplate additions or new buildings, it will pay you to visit Chicago and inspect some of the finest warehouses in the United States—designed and erected by Kingsley.



109 North
Dearborn St.

Chicago,
Illinois

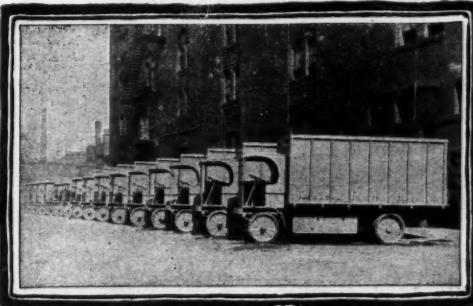
UPSTANDING! How many of your trucks have been on the job for ten years? Of the first 50 Walker trucks made, 48 are still in regular service after more than ten years' use.

And how much has it cost you to keep your trucks "in the running?" A man who uses hundreds of Walkers figures his saving in operating costs on fifteen-ton capacity trucks at \$30,000 per ten years for each Walker. All the figures prove that Walker Electrics give "lowest trucking cost" for city haulage. Are you interested in reducing your trucking costs?

WALKER Electric TRUCKS LOWEST TRUCKING COST

WALKER
VEHICLE
COMPANY
CHICAGO
NEW YORK
BOSTON
PHILADELPHIA

AMERICA'S
LARGEST
MANUFAC-
TURER OF
ELECTRIC
ROAD
TRUCKS



VARIETY LABELED STEEL FIRE DOORS

Improve the Quality of
Your Patronage



about it, resulting in increased business for you each season following.

VARIETY Fire Doors, aside from lowering insurance and maintenance costs and increasing the salability of space, will also improve the quality of the patronage. There is one for your particular need. Ask us for further information.

Variety Fire Door Company

2958 Carroll Ave.
Chicago, Ill.

You Can Buy
CONVEYORS
Cheaper NOW
than you will after
business picks up.
ALSO
installation work will
inconvenience you
less now.
THIS
IS THE TIME TO
BUY

Owned by
The Haslett
Warehouse
Co., of San
Francisco,
the develop-
ment of
handling

problems in our own fourteen general merchandise store-houses has enabled us to give practical advice to warehouse and terminal concerns. We are at your service.

Through long experience we have learned how to combine every form of merchandise conveyor so as to obtain the most practical results.

When no standard form of conveyor is adequate, we design special machines.

When you want information on conveyors, write us. We can help you.

THE HASLETT SPIRAL CHUTE CO.

Factory: 510-512 N. 61st St., Philadelphia, Pa.

New York: 110 West 34th St.

Cleveland: 917 Citizens Bldg.

Southern Office: 523 Calvert Bldg., Baltimore, Md.
Pacific Coast: 228 Pine St., San Francisco, Cal.

WAREHOUSE EQUIPMENT

WE MEET YOUR REQUIREMENTS

IN

Furniture Pads, Canvas Covers, Piano Covers (for shipping and storage), Tar-paulins, Truck, Wagon, Horse and Talking Machine Covers.

SAXOLIN Duplex is a flexible packing, wrapping and case-lining material. Better than burlap because it is Vermin-proof, Water-proof and costs less.

Write Us Your Requirements
So We May Quote You Prices

The Cleveland-Akron Bag Co.
Cleveland, Ohio

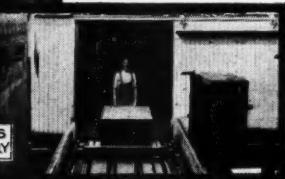
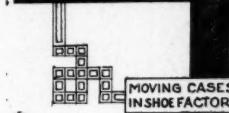
A Gifford-Wood Conveyor

In your Warehouse
Will Perform A Variety
Of Services!

Having proved invaluable because of their marked superiority over the chocolate hand-to-hand method, Gifford-Wood Conveyors are recognized everywhere by leading Warehousemen as an indispensable part of their equipment.

The Gifford-Wood Conveyor provides a safe—quick—a economic means of transferring merchandise, boxes, barrels, etc., from one place to another—cuts labor and handling costs.

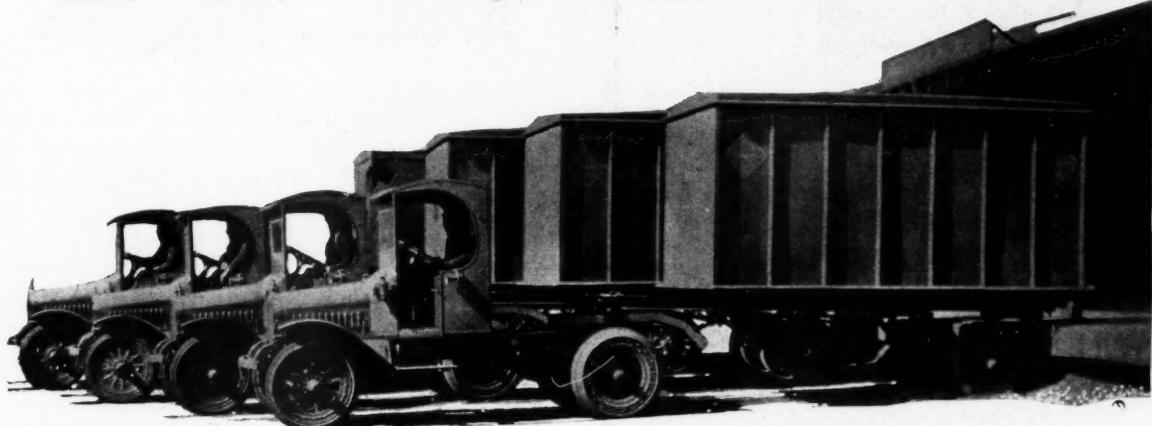
Write for our Elevator
and Conveying Machinery
Catalogue.



Mechanical
Handling
in all lines
of
Industry

Gifford-Wood Co.
MAIN OFFICE AND WORKS
Hudson, N. Y. NEW YORK, BUFFALO,
BOSTON, CHICAGO

All The Driver Does Is Drive!



AMERICAN RAILWAY EXPRESS EQUIPMENT

It has always been the aim of the LAPEER engineers to build a trailer without a peer. The result of their efforts is the new

LAPEER TRAILER

with its exclusive features, viz:

PORATABILITY

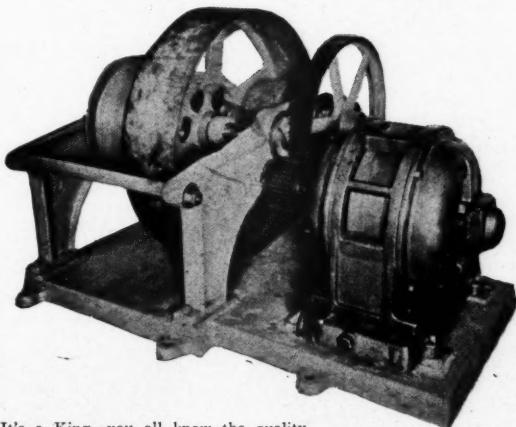
INSTANTANEOUS COUPLING DEVICE

AUTOMATIC BRAKING ARRANGEMENT

M. E. RYAN, Sole Distributor

2807 South Michigan Ave., Chicago, Illinois

Install this Substantial, Powerful and Remarkably Efficient Whip in Your Warehouse



It's a King—you all know the quality.

The machine is of the internal drive type—the friction wheel is driven from the inner face. This construction gives the friction wheel and driving roll a larger arc of contact, thereby increasing the driving surface, decreases the amount of slippage and a greater amount of power is transmitted to the friction wheel.

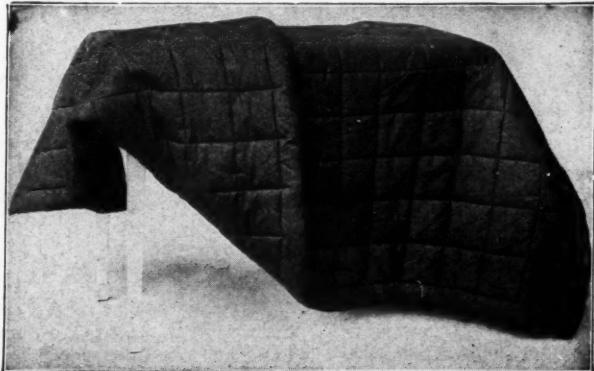
The friction roll in this machine is of extra large diameter and is built into an eccentric bearing. By the use of this bearing the wear of the friction roll can be taken up and the life of the roll is greatly lengthened.

An interesting booklet describing King Whips has been prepared for your use. Write for it today.

H. J. & J. J. King

22 Sabin St., Providence, R. I.

New York—Fink-Dumont-White, Inc., 405 Lexington Avenue.



THE BEST PAD

This is no idle claim. You'll be convinced by a trial.

"Protecto" Wagon Pads

Made of **EXTRA HEAVY** drill denim cotton filled. Note that pad is stitched in **SQUARE BLOCKS**, preventing the cotton from bunching.

No. **12** Cut size of cloth 72 x 80, **\$31.50** per dozen
 No. **14** Cut size of cloth 54 x 72, **22.00** per dozen
 No. **16** Cut size of cloth 36 x 72, **16.50** per dozen
 Phonograph covers, large size **4.75** each

We Claim This is the Best Pad Made. Let's Prove It.

A Sample Will Convince You.

CHICAGO QUILT MFG. CO.

1133 Roosevelt Rd., Chicago, Ill.



Fig. 105

Nutting TRUCKS

Handling heavy merchandise is less work with this easy-running, quick-turning truck. The big main wheels, 14½ inches high and a full 3 inches wide, save the floors and make pushing easy. Oil-bearing swivel castors.

Extra strength throughout, provided by hardwood platforms and sills, patented heavy corner irons and rugged construction in every detail.

Remember these features when buying trucks. Write today for Bulletin D, showing a complete line of floor trucks, for freight houses, docks, warehouses, etc.

NUTTING TRUCK COMPANY
1127 Division St., W., Faribault, Minn.
Floor Truck Specialists for 30 Years.

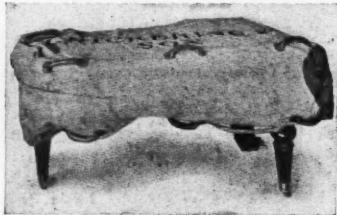
*If You Move or Handle Pianos—
Acquaint Yourself—by All Means—with*

The Breen Grand Piano Cover

"The Only One of Its Quality on the Market"

Made of good, heavy duck canvas and fleece lined throughout, substantial and wear-resisting, the Breen Grand Piano Cover affords its owner a positive protection—no chance of scratches, bruises or nicks.

The Breen—adaptable to all styles and sizes of Grand Pianos—is amply protected by leather on the butt end—has ten conveniently arranged leather handles. The cover is secured to the piano by small straps which buckle underneath.



*Send for catalogue on Piano
Movers' Supplies. We also
make Water-
proof Motor
Truck and
Wagon Covers.*

WM. H. BREEN
219-231 Rutherford Ave., Charlestown, Mass.
It Can't Scratch If It's Properly Covered

Cut Down Your Refinishing Expense

Revarnishing is a slow and unsatisfactory way to handle marred and damaged furniture. Slow because it takes days for drying and rubbing, unsatisfactory because few warehousemen have the necessary equipment to do good work.

There IS a way to avoid the grief, delay and expense resulting from finish injury.



Free Booklet

Ask for our Free Booklet, "How to Repair Damage to Varnished Surfaces." It will explain how to avoid refinishing, how to fix any injury to any kind of finish quickly, easily and without waiting for varnish to dry.
WRITE TODAY.

If you are too busy to write a letter, pin this ad to your card or letterhead.

THE M. L. CAMPBELL COMPANY

Finishing Products
700 E. 19th St. Kansas City, Mo.

Your Free Power Asset

In seeking a decisive way to lower labor costs many warehouse men are turning to the efficient corps of Standard engineers. Without obligation one of

these engineers will plan an indoor transportation system for you. He will show you the most economical way to harness Gravity, the free power asset.

STANDARD CONVEYOR INDOOR TRANSPORTATION SYSTEMS

STANDARD CONVEYOR CO., North St. Paul, Minn.



Electric Trucks & Tractors

SEND FOR CATALOGUE

THE ELWELL-PARKER ELECTRIC COMPANY
Cleveland, Ohio

*A TRIUMPH is your
BUCKEYE SILL PIANO TRUCK*

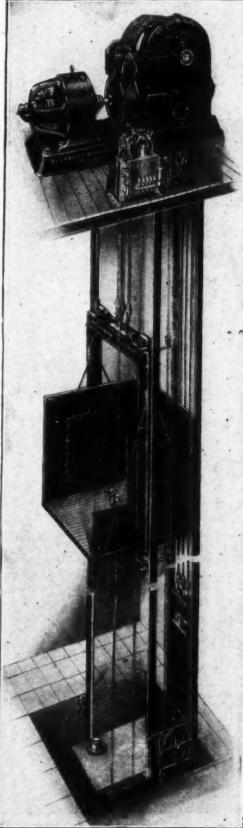
says an owner of four of them



End Truck Covers

Straps

Self-Lifting Piano Truck Co.
Findlay, O.



**The
Universal
Pathway**

Your freight elevator must roll up a good many more miles per year than the average freight car, and with fewer stops for repairs.

A day's stoppage may cost as much as the entire installation. Reliable elevators keep going without trouble. They meet your special needs.

Have the architect specify Reliance Elevators in the new building. Talk to our expert before remodeling the old. You will save money.

Write a note now, if you please.

Reliance Elevator Company
212-222 W. Austin Ave.,
Chicago, Ill.

**RELIANCE
ELEVATORS**

**EXCELSIOR PACKING
PADS ARE LIKE
INSURANCE**

YOU pay only a small premium charge for the best protection obtainable. Don't think of them as an expense, consider the loss and inconvenience of claims for damage and the satisfaction of knowing that anything you ship will reach its destination exactly as it left your hands. You will incur no obligation by getting our samples and prices.

H. W. SELLE & CO.

Manufacturers

1000-1016 N. Halsted St., CHICAGO, ILL.

Binghamton

Electric



Truck Co.

INCORPORATED

Manufacturers of **Ideal** *Industrial Trucks*

Main Office and Works: Johnson City, N. Y.

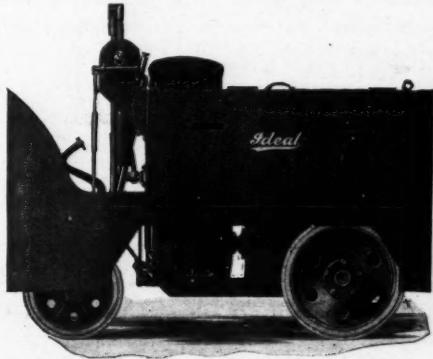
Sales Offices:

New York
Syracuse

Boston
Pittsburgh

Philadelphia
Chicago

Washington
St. Louis



G. W. Jones Lumber Co.

807 Lumber Exchange Building

CHICAGO

Manufacturers of
CRATING AND BOXING LUMBER OF ALL KINDS

We refer you to the leading warehouses in Chicago as to the quality of stock we ship.

Wholesale Prices

Stock Guaranteed

Excelsior Wrapper Co.

MANUFACTURERS OF

**EXCELSIOR PACKING PADS
BALED EXCELSIOR
WOOD WOOL**

CHICAGO OFFICE: 224 W. KINZIE ST.

FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich.
Metropolitan District Served by
Boston Excelsior Co., 560 W. 29th St., New York City

FOR ALL WAREHOUSE MARKING

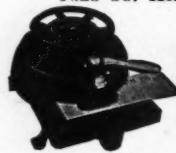
The Diagraph Stencil Cutting Machine is unequalled for all storage and shipping needs. Cuts letters up to 1½ inches high for marking plain, legible addresses on boxes, bags, crates or packages. Contains many improvements not found in any other model.

SENT ON FREE TRIAL

Let us send a Diagraph on free trial. Positively no obligation or risk on your part. If you like it, buy it—otherwise return it at our expense. We pay all charges and take all risk.

Ask for our free Diagraph Shipping Facts book.

DIAGRAPH STENCIL MACHINE CORP.
1625 So. Kingshighway Blvd., St. Louis, Mo.
Branches in all principal cities.



DIAGRAPH
YOUR SHIPMENTS

A DIRECTORY OF WAREHOUSES

Published by

DISTRIBUTION & WAREHOUSING

1921 Edition

Listing in convenient form for ready reference the warehouses in the United States. Giving information regarding facilities and railroad connections and other data invaluable to all those who use warehouses as consignees or for distribution.

SENT, POSTAGE PAID, FOR

\$1.00

WRITE TODAY AND GET YOUR COPY

Distribution & Warehousing

239 West 39th St.

New York City

BUILD

Walter skill
cuts the first
cost.

Walter design
minimizes
operating cost.

Walter
equipment
advice saves
thousands.
Consult the
Walter Co.

38 S. Dearborn
St., Chicago



ADVERTISING
Doesn't Jerk
— it Pulls — a
Steady Pull. Every
ad Goes to Con-
firm the one Be-
fore it — to
Strengthen the
One That is to Fol-
low and There's
No Waste of Effort
or Money. The
Stayer Wins Every
time.

Reach Furniture Van Pads

"Reach" Pads are made to wear. They are made from start to finish for long, hard service, and are the strongest in the world.

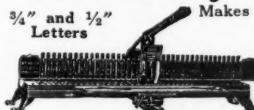
When you buy "Reach" Pads you get what you pay for. All prices here quoted are for finished sizes—

74 x 68.....	\$4.00	Each
52 x 68.....	3.00	"
36 x 68.....	2.00	"

Padded phonograph covers \$7.75 each. Manufacturers of canvas padding for lining sides of trucks. Tarpaulins, plain or waterproof. Specify measurements desired. Write for prices now.

A. L. REACH TEXTILE CO.
19-21-23 West 18th St. New York City

The Bradley Stencil Machine



Makes Shipping Stencils in Half a Minute

THE STANDARD

Horizontal Model

Cuts Five Lines—Any Length
In Use by Thousands of
Leading Concerns

See last month's issue for illustration of Round Model
Machines Sent on Trial.

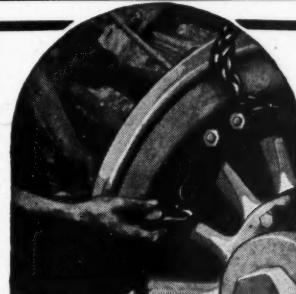
THE BRADLEY BALL MARKING POT

The Most Convenient Pot on the Market
The Ball Gives an Even Distribution of Ink

Bradley's 2 in 1 Ink
Is Specially Adapted for Stencil Marking

WRITE FOR SAMPLES
of our
OIL STENCIL BOARD

A. J. BRADLEY MANUFACTURING CO.
101 BEEKMAN ST., NEW YORK



Giant Grip Traction Equipment is more valuable to fleet operators because of its multiplied time and labor savings.

Removable chains are attached to permanent clamps on the wheels and traction assured. No tools or jacking up.

Giant Grip Mfg. Co.
Formerly named Chatloner Co.
Oshkosh, Wis.
Established 1863.

Giant Grip Traction Equipment for MOTOR TRUCKS

ADVERTISING
Doesn't Jerk — it
Pulls — a Steady Pull
Every ad Goes to Confirm
the one Before it—to
Strengthen the One That
is to Follow and There's
No Waste of Effort or
Money. The Stayer Wins
Every time.

If iron wheels are good enough for the trailers why not use them on the tractors?

It is a well-known fact that iron wheels on trailers absolutely ruin the cement surface of concrete floors and runways in a few months. It is then customary to replace the iron wheels on trailers with some form of cushion wheel. We are prepared to show that canvas as assembled in the DIVINE CANVAS CUSHION WHEEL is the most efficient and economical form of cushion wheel available for trailer service.

Correspondence is solicited.

Divine Brothers Company
Utica, New York

THE King Shipping Case provides a simple—yet strong and absolutely safe—means of forwarding household goods from one point to another. It is designed to cut the high cost of crating and eliminate the many discomforting accidents—common to crated shipments.

No chance of anybody handling, stealing or misplacing valuable property. The King is sealed securely and the seal is not broken until goods arrive at destination.

Find out about the many interesting features of the King Shipping Case. Write today for our descriptive catalogue.

The King Shipping Case Corporation
276 West Water Street Syracuse, N. Y.

King Shipping Case

KILL RATS

New Way

In France the World's greatest laboratory has discovered a germ that kills rats and mice by science. Absolutely safe. Cannot harm human beings, dogs, cats, birds, chickens or pets. Quickly clears dwellings and outbuildings, with no offensive after-effects. It is called Danys Virus.

Free Book Get our free book on rats and mice, telling about VIRUS and how to get some.

H. M. Virus, Ltd., 121 West 15th St., New York

Clear Out Rats In 3 Nights

"Rough On Rats" rid your premises of all rats and mice in 3 nights. Change the bait you mix with "Rough On Rats"—that's the secret. Rats won't eat the same food that they know killed others. Varying the bait fools them. Druggists and general stores sell "Rough On Rats"—the most economical, surest exterminator. Write for "Ending Rats and Mice." Mailed free to you.

E.S.WELLS
Chemist



Jersey City,
N. J.

ROUGH ON RATS

The Exchange

A Department of Trade
and Employment Opportunities

If you don't find what you want here, your advertisement here will find it for you.

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

WE WANT TO SPEND \$25,000 CASH for unclaimed merchandise left in storage. We will buy for spot cash: Novelties of all kinds, household specialties, toys, knick-knacks, books, post cards, jewelry, pictures, patented articles, "fool" inventions. Anything of which there is a large quantity. Send sample and say how many you have. Our spot cash offer by return. Address Fantus Brothers, 525 So. Dearborn St., Chicago, Ill.

A BIG OPPORTUNITY

PARTNER WANTED in a small, but one of the best advertised businesses on the Pacific Coast; or will sell outright for \$20,000. Warehouse 50 x 140; full storage; good income; 3 trucks; good stand and office. Mean business. Open for inspection. Address Box 168, DISTRIBUTION & WAREHOUSING.

WANTED—A SECONDHAND WHIP HOIST or some kind of hoisting machinery. Pittston Transfer Co., Pittston, Pa.

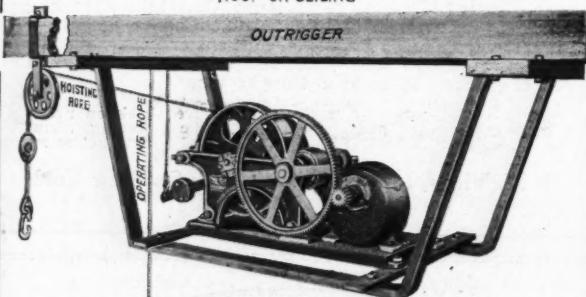
Mason's Patent Whip Hoists

1860—MORE THAN HALF A CENTURY—1921

Specializing on Whip Hoists and their installation. Is this experience of value to you? It is, if you will avail yourself of it—think it over.

For Mills, Docks, Cotton and Woolen Warehouses, etc.
ROOF OR CEILING

OUTRIGGER



MASON'S MOTOR DRIVEN NO. 5 WHIP HOIST

Capacity, 500 lbs.; with carrier block, 800 lbs. Speed 75 to 200 ft. per minute.

SPECIAL

BABY WHIP, as shown, PRICE, complete,
without outrigger,
\$800.00

A handy, all round machine.
It will quickly save its cost.

VOLNEY W. MASON & CO., Inc.
PROVIDENCE, R. I., U. S. A.

J. L. GLEASON & CO., Agents for Boston, Mass., 241 Franklin St.
We have several of these machines on hand, which are priced
special. Orders will only be accepted at this price while the
lot lasts.

"How Profits Are Stolen"

Sent on Request

COMPLETE ACCOUNTING SERVICE

Consisting of

1. SYSTEM
2. MONTHLY AUDIT
3. MONTHLY REPORT
4. TAX RETURNS

H. I. JACOBSON

Certified Public Accountant

Barclay 9154

15 Park Row, NEW YORK

FURNITURE LOADING PADS

7 oz. Duck with soft, polishing surface, thickly felted, strongly quilted. Finest and longest wearing on the market.

Full lines of all kinds of covers and pads.

Write at once for prices and samples.

NEW HAVEN QUILT & PAD CO.

161 DAY ST.

NEW HAVEN, CONN.

America's Largest Pad Makers



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A New Angle

To the Storage Business



Let your men clean carpets in their spare time. You will find it extremely profitable. Spare space and spare time can be turned into dollars with a small investment.

CONNERSVILLE

Carpet Cleaning Equipment

enables you to clean by the popular vacuum shampoo process. Carpets and rugs are thoroughly cleansed and colors are restored.

A Connerville scrubbing machine and a centrifugal type vacuum cleaner are the essential parts of your equipment. Send for full information.

LANDERS, FRARY & CLARK

U. V. A. Div. Dept. I

CONNERSVILLE, IND.

BUILDING UP “SAVINGS”

in our direct participating department depends upon doing business on a closer basis.

First, we got folks to doing business with us direct by mail, avoiding “middle-man” expense.

Next: How could claim expense be legitimately lowered?

We had a thought. Most liability companies had the rule of “letting ‘em sue and scrap it out” with injured workmen. (Long time ago, before Compensation.)

Why not take up every injury case, pay the medical and half-wages, cure the man, keep him sweet and get him back at work? Sounded expensive, but we put it on.

Pioneer stuff! It worked and actually saved a bit on claim expense. Along came Compensation Laws and made our plan compulsory. We had beat them to it, lashed a bunch of policyholders to us, and added a mite to Savings.

Yours truly,

**Employers Indemnity
Corporation**

E. G. Trimble, Pres. H. Woodhead, Vice-Pres.

Kansas City

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Adjustable Table Top Covers

TAYLOR—Patented March 20th, 1917

They can be easily put on or removed, and are readily adjusted to fit any size table top from 36-inch to 72-inch diameter. The "TAYLOR" Adjustable Table Top Cover is a valuable insurance against damage, and each Van should be equipped with one.

Price \$8.00

Furniture Loading Pads**Heavy Piano Moving Covers****Heavy Victrola Moving Covers****Heavy Van Liner Pads****Fancy Striped Linen Finish Piano Storage Dust Covers****Waterproof Auto Truck and Wagon Covers****Burlap—Twine—Rope****GET THE BEST****WM. A. IDEN CO.,**

564 Washington Blvd.
Chicago, Ill.

WRITE US FOR PRICES.

The Significance of an Underwriters' Label

THE Underwriters' Laboratories is a non-profit organization, affiliated with insurance companies. Its business is to test, pass upon, or reject products for which the maximum safety is claimed.

Peelle Counterbalanced Truckable Freight Elevator Doors have been tested and approved by the Laboratories. Such approval is an "iron clad" indication of the tested fireproof construction of Peelle Doors.

To the insurance inspector, making a survey of a building, for the purpose of establishing an insurance rate upon it, and to every man who knows its meaning, the Underwriters' certificate is authoritative evidence that the doors bearing the label are absolutely fireproof.

When you install Peelle doors, regulation type or pass type, you effect an immediate saving in insurance, incidentally increasing the efficiency of your elevator.

The Peelle Company takes especial pride in announcing its latest achievement—the new Peelle "Fenn" Self-binding Counterbalanced Freight Elevator Doors—the *only pass type door* awarded the label and certificate of the Underwriters' Laboratories.

These prominent firms have already equipped their buildings with PEELLE Pass Type Underwriters' Labelled Doors

Yellow Cab Company, Chicago, Ill. (2 jobs)

Sears Roebuck, Philadelphia, Pa. (53 Doors)

Duluth Show Case, Duluth, Minn.

Armour & Company, Chicago, Ill.

Cadillac Motor Co., Chicago, Ill.

Swift & Company, Green Bay, Wisconsin

Automatic Electric Washer, Newton, Iowa

PEELLE Freight Elevator DOORS

Counterbalanced-Truckable
The Peelle Company

Brooklyn, New York

REPRESENTATIVE OFFICES

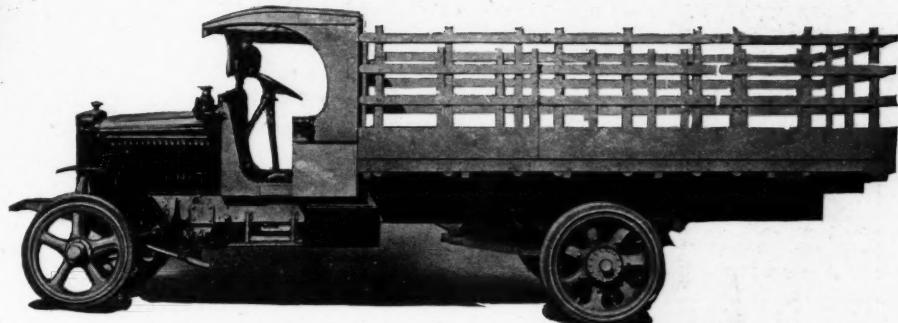
Chicago
Philadelphia
Boston
Cleveland
Syracuse

Canada:
Toronto
Montreal
Winnipeg

*Ask your
architect
to specify
Peelle
Doors.*

Attention!

WAREHOUSEMEN



MIILEAGE—more miles and less cost—is the vital upkeep consideration in your rolling stock. Dayton Steel Truck Wheels will enable you to increase efficiency and cut ton-mile cost surprisingly.

Everyone knows that wheels that remain true round save tires. Operators of New York and London bus lines have found that steel wheels which remain true round average 40,000 miles front and 30,000 miles rear, with very much larger figures in many cases.

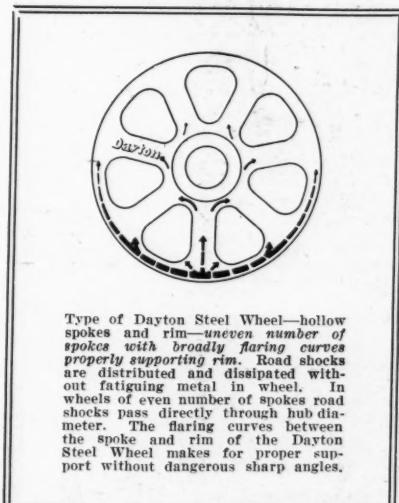
Everyone knows, too, that the perfect wheel cuts fuel consumption. Dayton Steel Truck Wheels show enormous fuel savings over other types of wheels. Being lighter, in some cases by 100 pounds, and stronger, Dayton wheels are as true at the end of 15 years as in the first month of service even in the roughest kind of service. Note how well inner and outer bearings are supported. The Dayton wheel is a bulldog for strength.

The facts will enable the warehousing industry to cut ton-mile cost every hour of the day. Send for the Dayton Steel Truck Wheel booklet—you will save dollars by learning the facts. Write us today.

The Dayton Steel Foundry Company
Main Office and Works: Dayton, Ohio

Dayton Steel Truck Wheels

PATENTED



Type of Dayton Steel Wheel—hollow spokes and rim—uneven number of spokes with broadly flaring curves properly supporting rim. Road shocks are distributed and dissipated without fatiguing metal in wheel. In wheels of even number of spokes road shocks pass directly through hub diameter. The flaring curves between the spoke and rim of the Dayton Steel Wheel makes for proper support without dangerous sharp angles.



One of a fleet of ten White Trucks owned by The Kennicott-Patterson Transfer Company, of Denver, Colo.

Another Moving and Storage Company Standardizes on White Trucks

THE economical performance of the first White Truck purchased in 1917 by The Kennicott-Patterson Transfer Company, of Denver, has resulted in several repeat orders, and to-day this concern operates a fleet of ten Whites for local and long distance moving.

"We are exceedingly well pleased with our White Trucks," says Mr. E. A. H. Blake, Manager. "At times they have to travel over the worst kind of roads

but they never fail us. Because of their dependable service and low cost of operation we have decided to standardize on Whites."

Moving and storage companies in every part of the country are standardizing on Whites. If you do not yet operate White Trucks, why not profit by the experience of owners who are so well satisfied that they buy nothing but Whites.

THE WHITE COMPANY
CLEVELAND

White Trucks